

November 2021



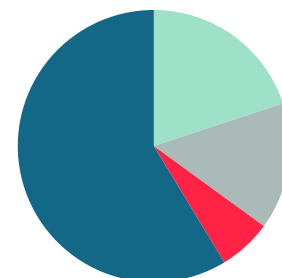
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	97	123	26.80%
Pending Listings	91	93	2.20%
New Listings	120	101	-15.83%
Average List Price	195,870	214,533	9.53%
Average Sale Price	185,266	207,848	12.19%
Average Percent of Selling Price to List Price	94.89%	95.45%	0.59%
Average Days on Market to Sale	53.68	39.80	-25.86%
End of Month Inventory	401	362	-9.73%
Months Supply of Inventory	3.80	3.17	-16.64%



■ Closed (19.94%)
■ Pending (15.07%)
■ Other OffMarket (6.32%)
■ Active (58.67%)

Absorption: Last 12 months, an Average of **114** Sales/Month
Active Inventory as of November 30, 2021 = **362**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **9.73%** to 362 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **3.17** 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 **12.19%** in November 2021 to \$207,848 versus the previous year at \$185,266.

Average Days on Market Shortens

The average number of **39.80** days that homes spent on the market before selling decreased by 13.88 days or **25.86%** in November 2021 compared to last year's same month at **53.68** 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 101 New Listings in November 2021, down **15.83%** from last year at 120. Furthermore, there were 123 Closed Listings this month versus last year at 97, a **26.80%** increase.

Closed versus Listed trends yielded a **121.8%** ratio, up from previous year's, November 2020, at **80.8%**, a **50.66%** 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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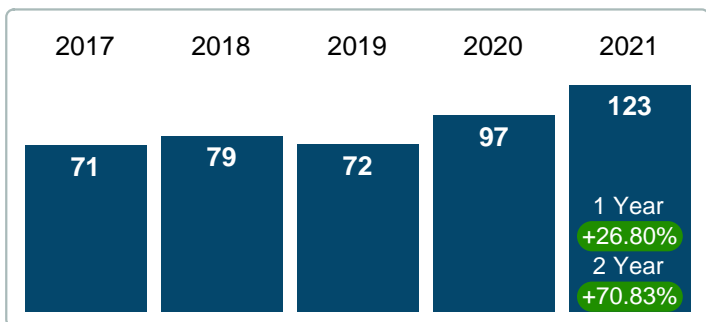
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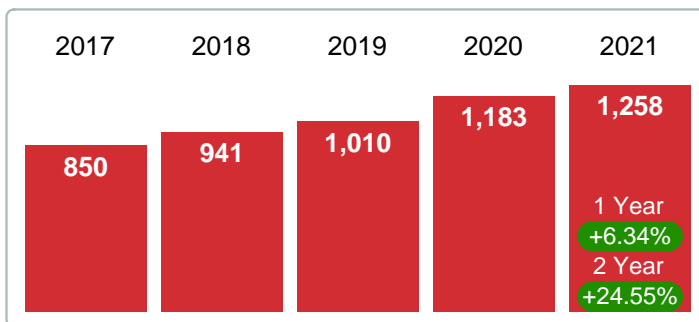
CLOSED LISTINGS

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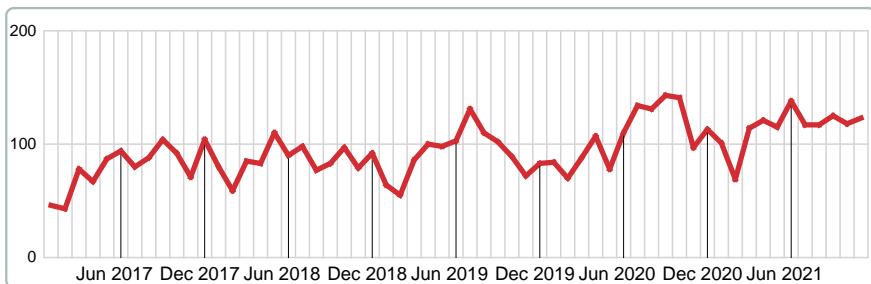
NOVEMBER



YEAR TO DATE (YTD)

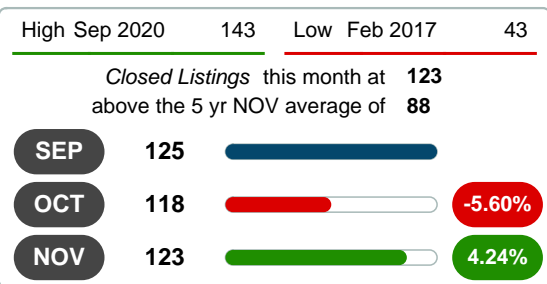


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 88



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	11	8.94%	15.0	7	4	0	0
\$50,001 - \$75,000	15	12.20%	51.5	7	6	2	0
\$75,001 - \$100,000	15	12.20%	38.0	1	14	0	0
\$100,001 - \$200,000	35	28.46%	41.0	6	21	8	0
\$200,001 - \$275,000	19	15.45%	44.2	1	11	7	0
\$275,001 - \$400,000	15	12.20%	33.8	1	7	6	1
\$400,001 and up	13	10.57%	46.5	1	6	5	1
Total Closed Units	123			24	69	28	2
Total Closed Volume	25,565,301	100%	39.8	2.68M	13.30M	8.51M	1.08M
Average Closed Price	\$207,848			\$111,523	\$192,756	\$303,879	\$540,000

November 2021



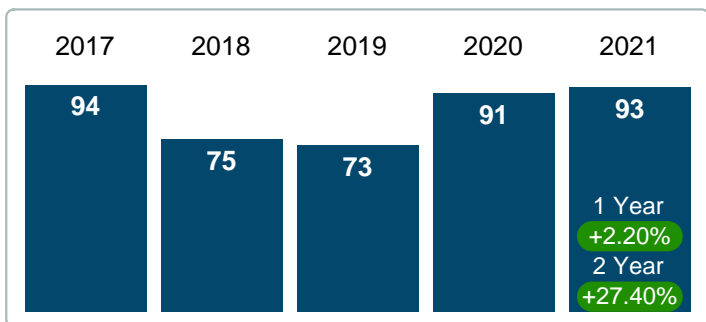
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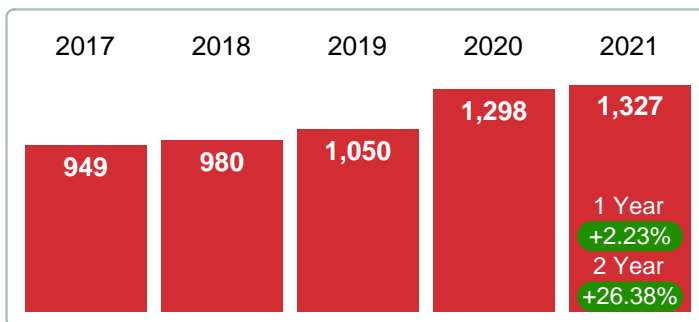
PENDING LISTINGS

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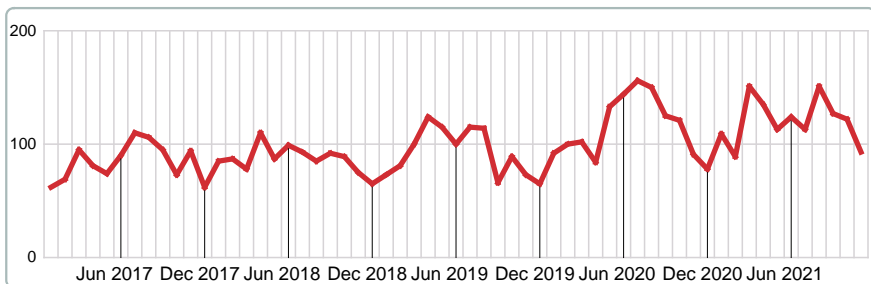
NOVEMBER



YEAR TO DATE (YTD)

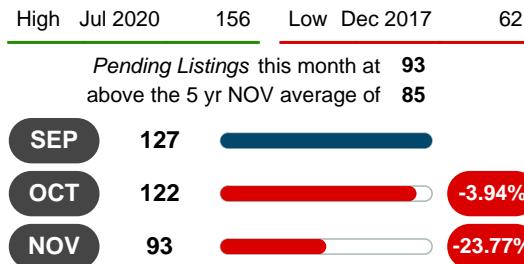


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 85



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	7	7.53%	55.7	7	0	0	0
\$50,001 - \$75,000	7	7.53%	66.1	2	5	0	0
\$75,001 - \$125,000	17	18.28%	49.8	4	12	1	0
\$125,001 - \$200,000	26	27.96%	33.7	4	17	5	0
\$200,001 - \$300,000	15	16.13%	67.1	4	5	6	0
\$300,001 - \$375,000	8	8.60%	54.9	1	4	2	1
\$375,001 and up	13	13.98%	60.5	1	7	4	1
Total Pending Units	93			23	50	18	2
Total Pending Volume	19,847,699	100%	51.7	3.11M	10.53M	5.47M	739.00K
Average Listing Price	\$213,416			\$135,348	\$210,610	\$303,622	\$369,500

November 2021



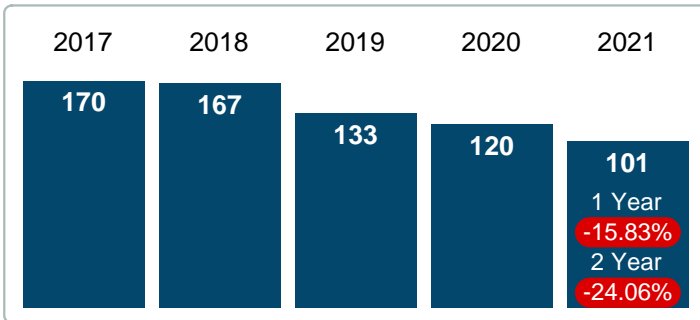
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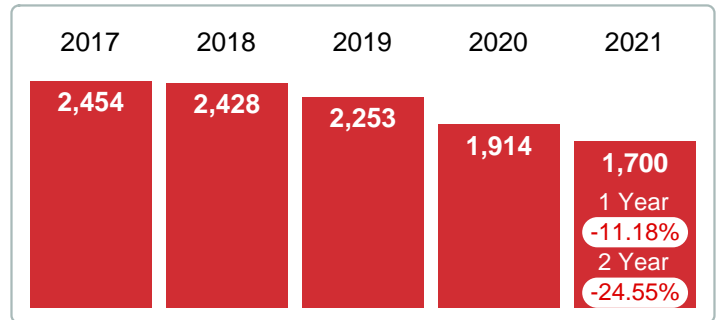
NEW LISTINGS

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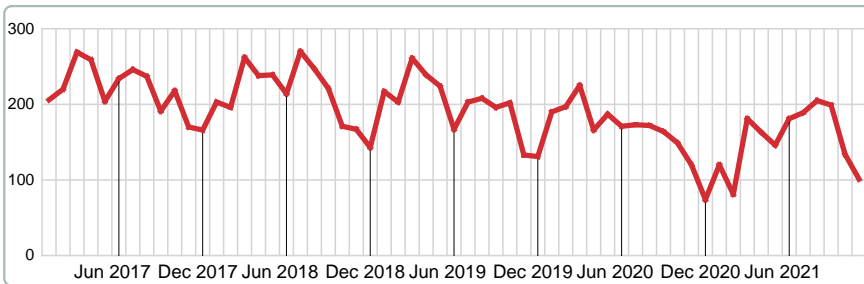
NOVEMBER



YEAR TO DATE (YTD)

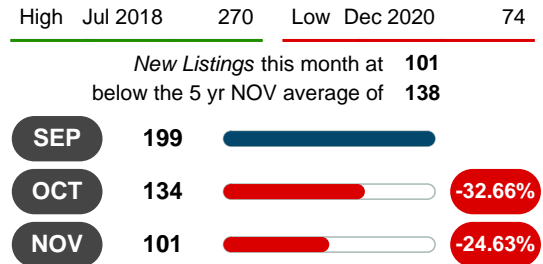


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 138



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	8	7.92%	5	3	0	0
\$50,001 - \$75,000	9	8.91%	4	5	0	0
\$75,001 - \$125,000	18	17.82%	5	9	4	0
\$125,001 - \$200,000	27	26.73%	1	22	4	0
\$200,001 - \$275,000	11	10.89%	3	5	2	1
\$275,001 - \$425,000	18	17.82%	4	7	3	4
\$425,001 and up	10	9.90%	0	7	3	0
Total New Listed Units	101		22	58	16	5
Total New Listed Volume	21,958,096	100%	3.40M	11.96M	5.00M	1.60M
Average New Listed Listing Price	\$184,269		\$154,350	\$206,222	\$312,300	\$320,940

November 2021



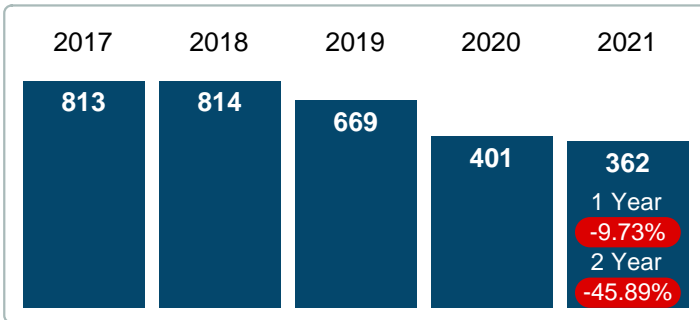
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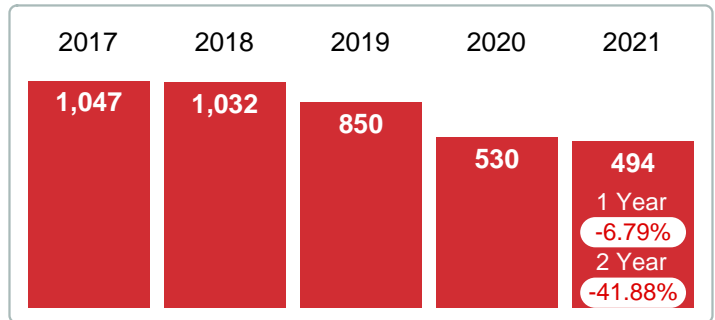
ACTIVE INVENTORY

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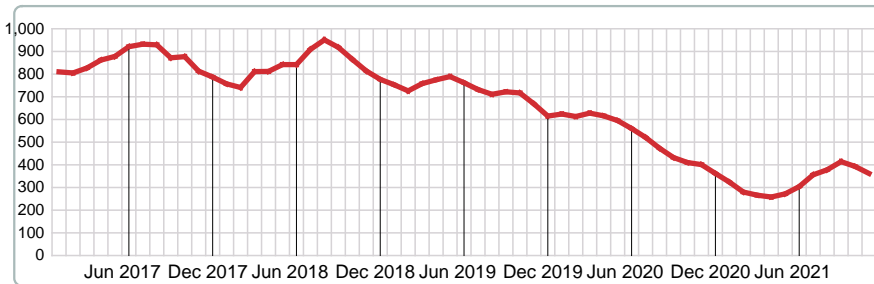
END OF NOVEMBER



ACTIVE DURING NOVEMBER

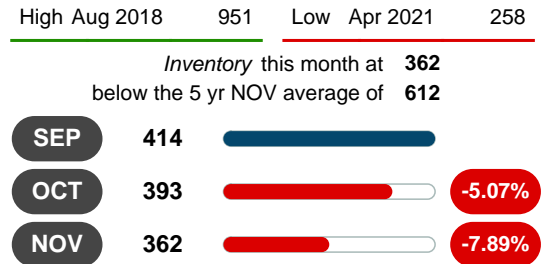


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 612



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	29	8.01%	85.2	13	14	1	1
\$50,001 - \$75,000	29	8.01%	92.9	18	10	1	0
\$75,001 - \$150,000	75	20.72%	77.2	19	46	10	0
\$150,001 - \$250,000	91	25.14%	89.3	7	59	20	5
\$250,001 - \$350,000	56	15.47%	86.1	9	23	18	6
\$350,001 - \$575,000	46	12.71%	97.4	4	22	16	4
\$575,001 and up	36	9.94%	104.6	5	15	9	7
Total Active Inventory by Units	362			75	189	75	23
Total Active Inventory by Volume	103,618,076	100%	88.8	15.82M	50.71M	26.89M	10.20M
Average Active Inventory Listing Price	\$286,238			\$210,873	\$268,308	\$358,515	\$443,641

November 2021



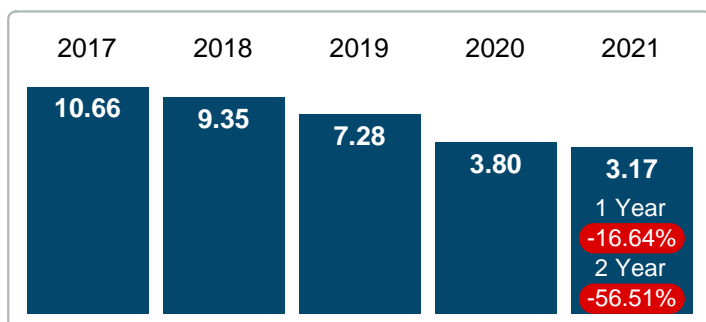
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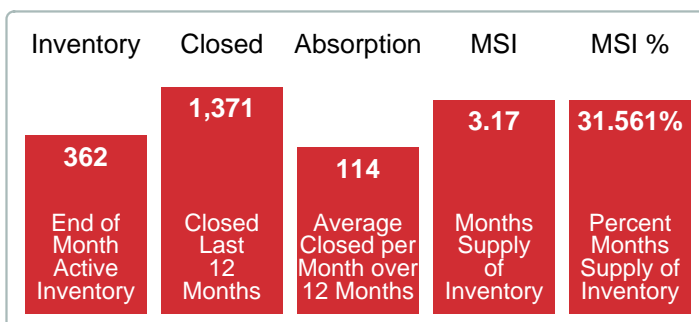
MONTHS SUPPLY of INVENTORY (MSI)

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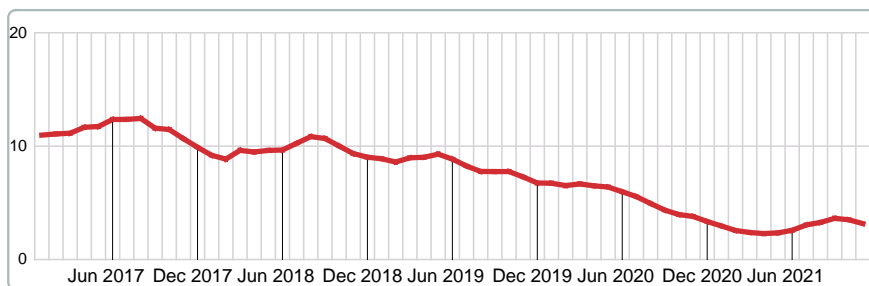
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

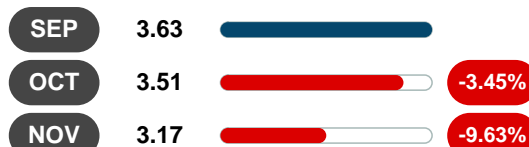


3 MONTHS

5 year NOV AVG = 6.85

High Aug 2017 12.44 Low Apr 2021 2.29

Months Supply this month at **3.17**
below the 5 yr NOV average of **6.85**



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	29	8.01%	2.30	1.84	2.95	1.71	6.00
\$50,001 - \$75,000	29	8.01%	3.00	4.70	2.03	1.20	0.00
\$75,001 - \$150,000	75	20.72%	2.12	3.62	1.78	2.50	0.00
\$150,001 - \$250,000	91	25.14%	3.30	3.23	3.15	3.38	6.67
\$250,001 - \$350,000	56	15.47%	4.83	9.82	3.63	4.91	9.00
\$350,001 - \$575,000	46	12.71%	4.06	6.00	3.62	5.05	2.82
\$575,001 and up	36	9.94%	5.92	15.00	7.50	4.70	3.82
Market Supply of Inventory (MSI)			3.17	3.70	2.75	3.73	4.38
Total Active Inventory by Units		100%	362	75	189	75	23

November 2021



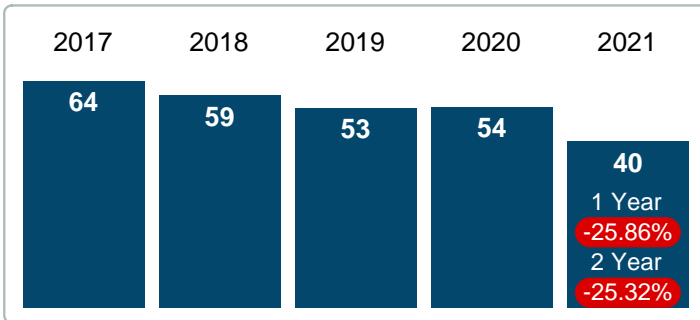
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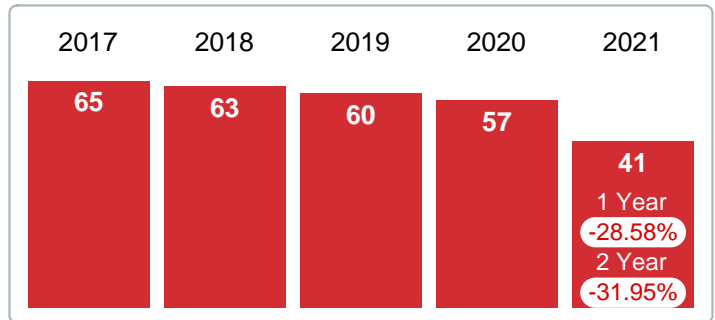
AVERAGE DAYS ON MARKET TO SALE

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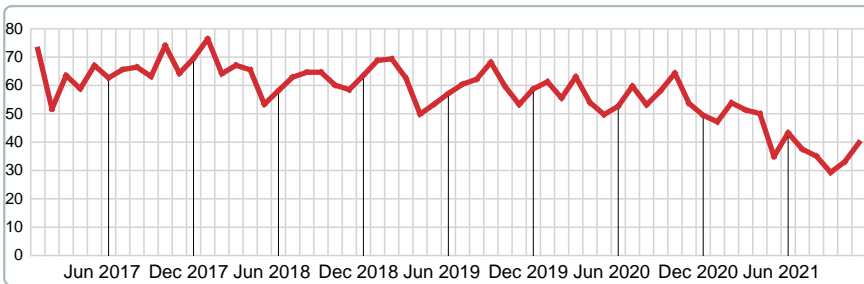
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

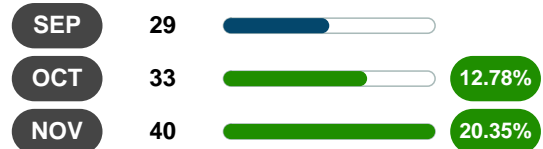


3 MONTHS

5 year NOV AVG = 54

High Jan 2018 76 Low Sep 2021 29

Average Days on Market to Sale this month at 40 below the 5 yr NOV average of 54



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	8.94%	15	4	34	0	0
\$50,001 - \$75,000	12.20%	52	46	34	124	0
\$75,001 - \$100,000	12.20%	38	15	40	0	0
\$100,001 - \$200,000	28.46%	41	31	35	65	0
\$200,001 - \$275,000	15.45%	44	1	34	66	0
\$275,001 - \$400,000	12.20%	34	3	19	52	64
\$400,001 and up	10.57%	47	27	43	50	71
Average Closed DOM		40	24	35	64	68
Total Closed Units	100%	40	24	69	28	2
Total Closed Volume		25,565,301	2.68M	13.30M	8.51M	1.08M

November 2021



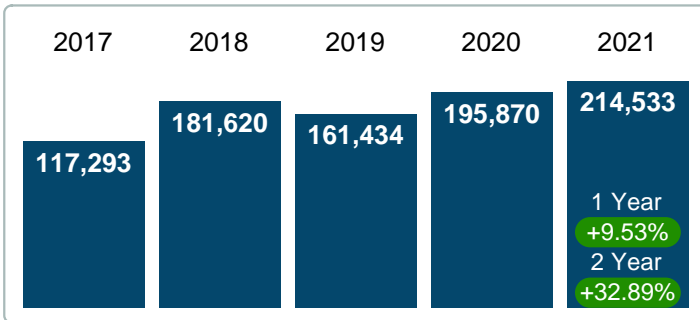
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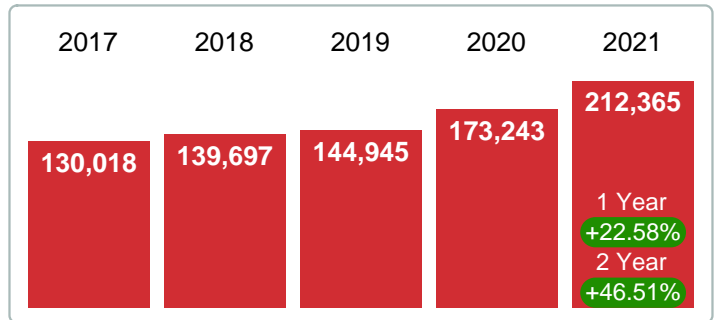
AVERAGE LIST PRICE AT CLOSING

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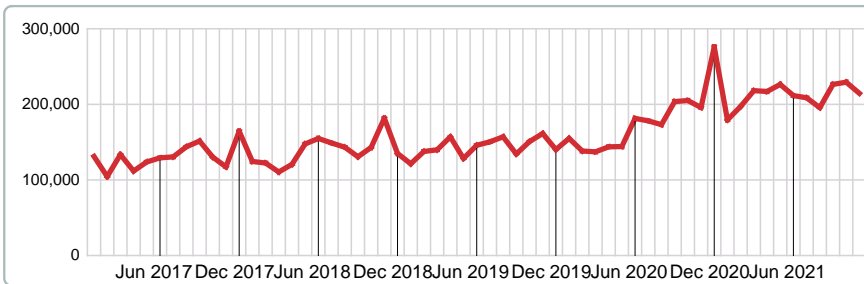
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

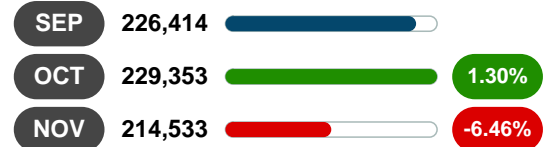


3 MONTHS

5 year NOV AVG = 174,150

High Dec 2020 275,941 Low Feb 2017 104,509

Average List Price at Closing this month at **214,533**
above the 5 yr NOV average of **174,150**



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	10	8.13%	40,030	43,700	42,325	0	0
\$50,001 - \$75,000	13	10.57%	63,377	69,100	62,800	72,500	0
\$75,001 - \$100,000	13	10.57%	87,777	79,900	98,357	0	0
\$100,001 - \$200,000	39	31.71%	149,331	136,533	153,548	182,425	0
\$200,001 - \$275,000	19	15.45%	242,321	260,000	241,936	246,614	0
\$275,001 - \$400,000	16	13.01%	329,981	399,000	330,257	320,650	350,000
\$400,001 and up	13	10.57%	639,585	475,000	598,533	690,680	795,000
Average List Price			214,533	117,613	198,723	311,000	572,500
Total Closed Units			123	24	69	28	2
Total Closed Volume			26,387,600	2.82M	13.71M	8.71M	1.15M

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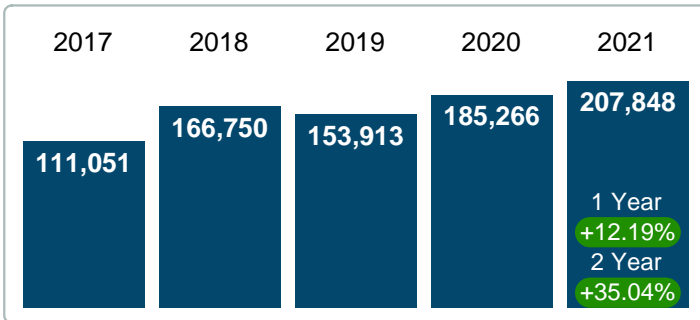
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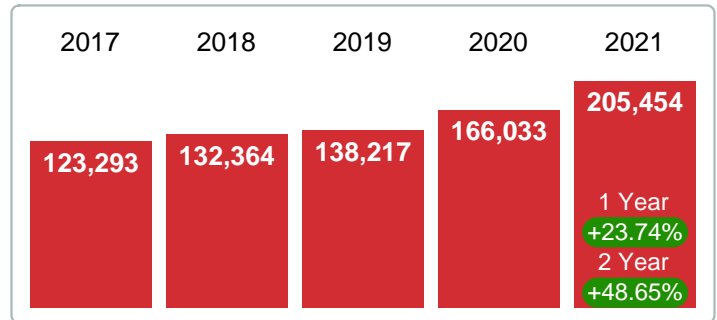
AVERAGE SOLD PRICE AT CLOSING

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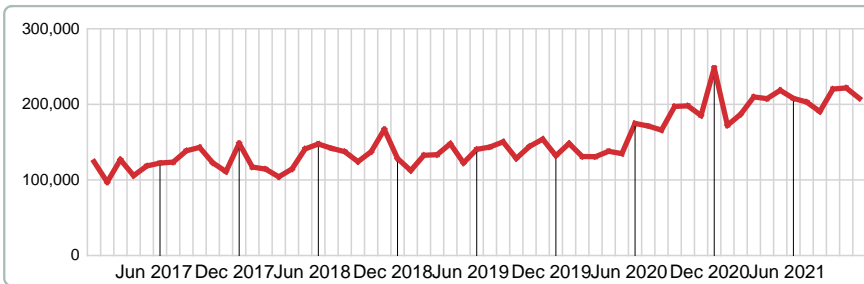
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

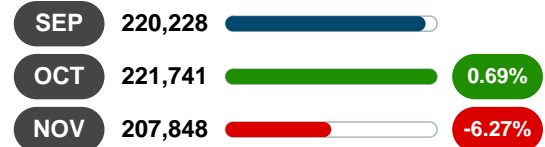


3 MONTHS

5 year NOV AVG = 164,966

High Dec 2020 248,011 Low Feb 2017 97,187

Average Sold Price at Closing this month at **207,848**
above the 5 yr NOV average of **164,966**



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	8.94%	36,627	40,700	29,500	0	0
\$50,001 - \$75,000	12.20%	60,990	59,622	58,917	72,000	0
\$75,001 - \$100,000	12.20%	88,920	78,900	89,636	0	0
\$100,001 - \$200,000	28.46%	153,324	135,233	150,764	173,613	0
\$200,001 - \$275,000	15.45%	237,258	260,000	236,000	235,986	0
\$275,001 - \$400,000	12.20%	325,720	399,000	327,129	312,817	320,000
\$400,001 and up	10.57%	627,208	425,000	586,967	689,380	760,000
Average Sold Price		207,848	111,523	192,756	303,879	540,000
Total Closed Units	100%	207,848	24	69	28	2
Total Closed Volume		25,565,301	2.68M	13.30M	8.51M	1.08M

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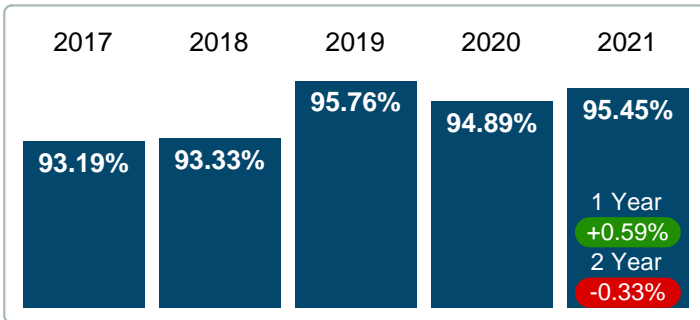
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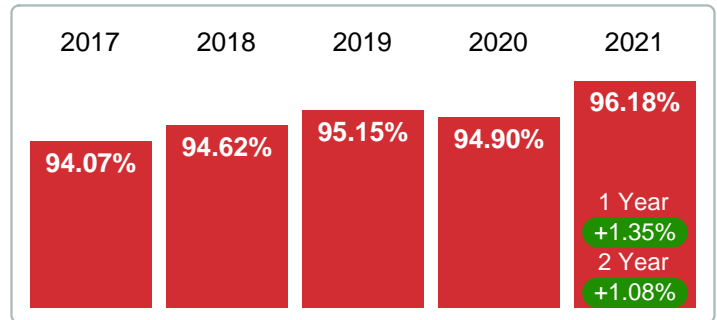
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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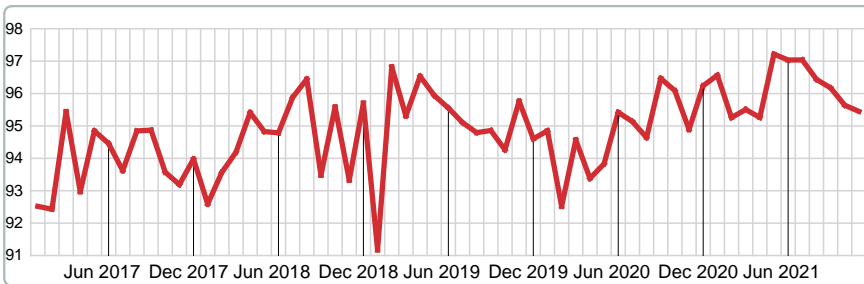
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

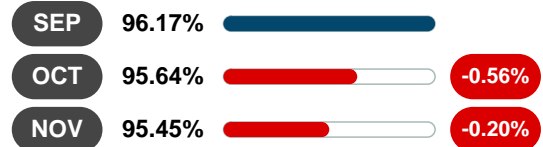


3 MONTHS

5 year NOV AVG = 94.52%

High May 2021 97.22% Low Jan 2019 91.18%

Average Sold/List Ratio this month at **95.45%**
 equal to 5 yr NOV average of **94.52%**



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	11	8.94%	85.74%	95.35%	68.94%	0.00%	0.00%
\$50,001 - \$75,000	15	12.20%	92.48%	88.73%	94.31%	100.10%	0.00%
\$75,001 - \$100,000	15	12.20%	92.65%	98.75%	92.22%	0.00%	0.00%
\$100,001 - \$200,000	35	28.46%	97.89%	99.49%	98.18%	95.95%	0.00%
\$200,001 - \$275,000	19	15.45%	97.17%	100.00%	97.64%	96.03%	0.00%
\$275,001 - \$400,000	15	12.20%	98.16%	100.00%	99.20%	97.76%	91.43%
\$400,001 and up	13	10.57%	98.09%	89.47%	97.95%	100.47%	95.60%
Average Sold/List Ratio		95.40%		94.74%	94.93%	97.46%	93.51%
Total Closed Units		123	100%	24	69	28	2
Total Closed Volume		25,565,301		2.68M	13.30M	8.51M	1.08M

November 2021



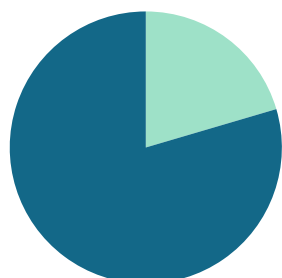
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

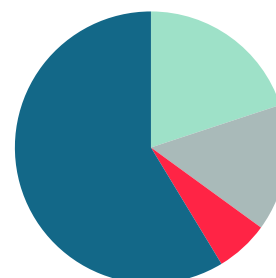


Inventory
 New Listings
101 = 20.45%
 Start Inventory
393
 Total Inventory Units
494
 Volume
\$141,443,170

Market Activity

Closed Sales
123 = 19.94%
 Pending Sales
93 = 15.07%
 Other Off Market
39 = 6.32%
 Active Inventory
362 = 58.67%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	97	123	26.80%	1,183	1,258	6.34%
Pending Sales	91	93	2.20%	1,298	1,327	2.23%
New Listings	120	101	-15.83%	1,914	1,700	-11.18%
Average List Price	195,870	214,533	9.53%	173,243	212,365	22.58%
Average Sale Price	185,266	207,848	12.19%	166,033	205,454	23.74%
Average Percent of Selling Price to List Price	94.89%	95.45%	0.59%	94.90%	96.18%	1.35%
Average Days on Market to Sale	53.68	39.80	-25.86%	57.15	40.81	-28.58%
Monthly Inventory	401	362	-9.73%	401	362	-9.73%
Months Supply of Inventory	3.80	3.17	-16.64%	3.80	3.17	-16.64%

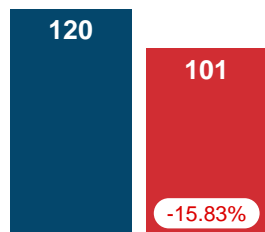
Absorption: Last 12 months, an Average of 114 Sales/Month

Inventory on November 30, 2021 = 362 2020 2021

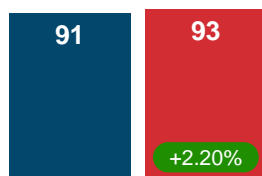
NOVEMBER MARKET

AVERAGE PRICES

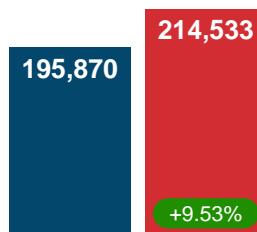
New Listings



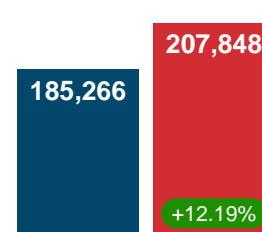
Pending Listings



List Price



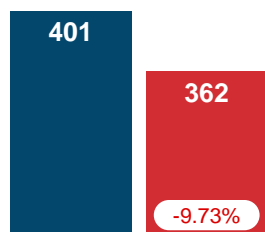
Sale Price



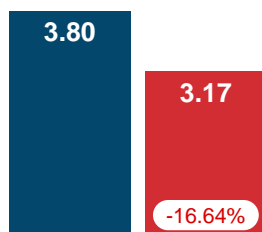
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

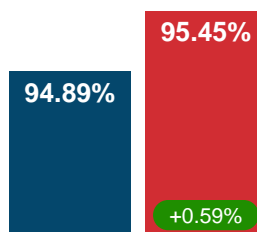
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

