

November 2021



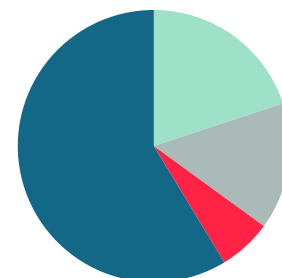
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



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%
Median List Price	149,900	169,900	13.34%
Median Sale Price	144,000	165,000	14.58%
Median Percent of Selling Price to List Price	96.06%	97.78%	1.78%
Median Days on Market to Sale	38.00	26.00	-31.58%
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.

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 **14.58%** in November 2021 to \$165,000 versus the previous year at \$144,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 12.00 days or **31.58%** in November 2021 compared to last year's same month at **38.00** DOM.

Sales Success for November 2021 is Positive

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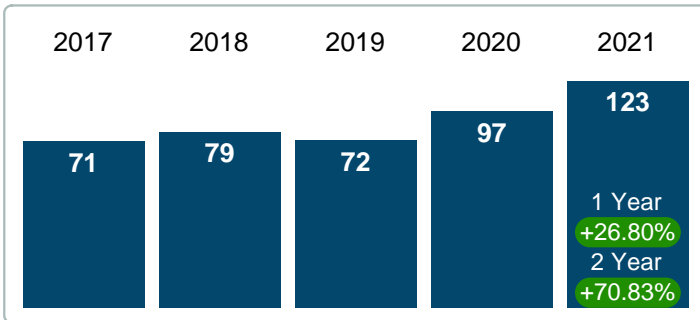
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



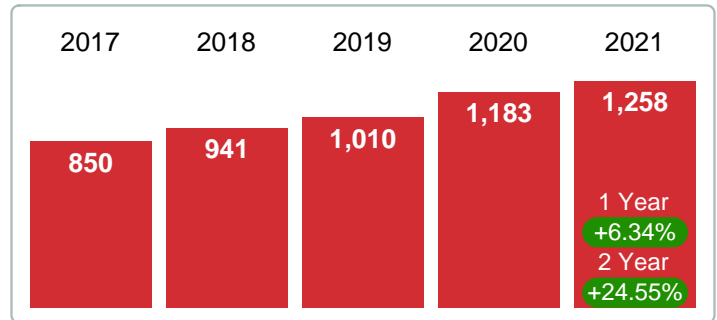
CLOSED LISTINGS

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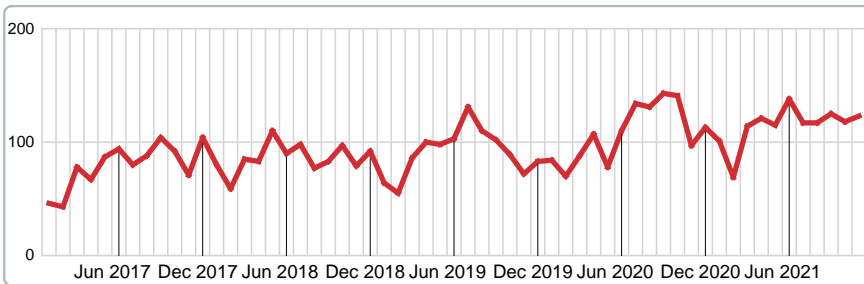
NOVEMBER



YEAR TO DATE (YTD)

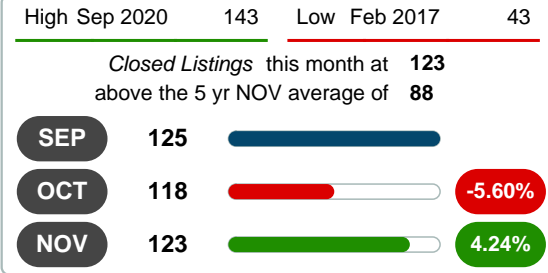


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 88



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	8.94%	5.0	7	4	0	0
\$50,001 - \$75,000	15	12.20%	43.0	7	6	2	0
\$75,001 - \$100,000	15	12.20%	30.0	1	14	0	0
\$100,001 - \$200,000	35	28.46%	22.0	6	21	8	0
\$200,001 - \$275,000	19	15.45%	52.0	1	11	7	0
\$275,001 - \$400,000	15	12.20%	26.0	1	7	6	1
\$400,001 and up	13	10.57%	49.0	1	6	5	1
Total Closed Units	123			24	69	28	2
Total Closed Volume	25,565,301	100%	26.0	2.68M	13.30M	8.51M	1.08M
Median Closed Price	\$165,000			\$62,450	\$145,000	\$239,950	\$540,000

November 2021



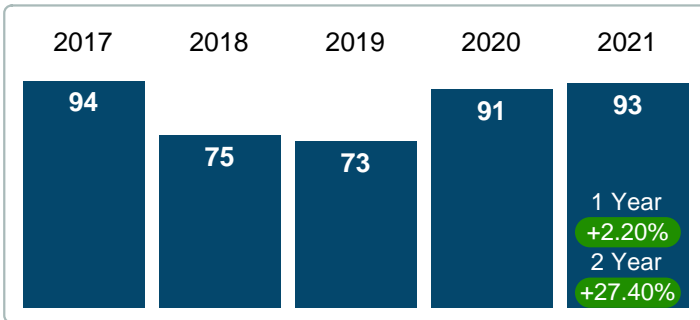
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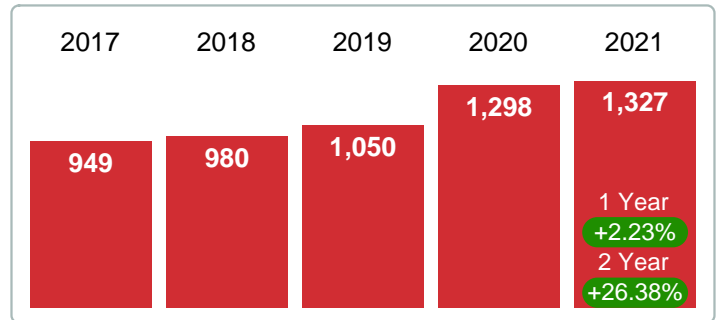
PENDING LISTINGS

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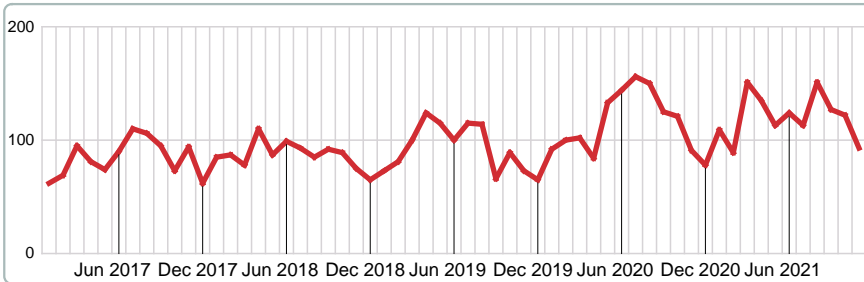
NOVEMBER



YEAR TO DATE (YTD)

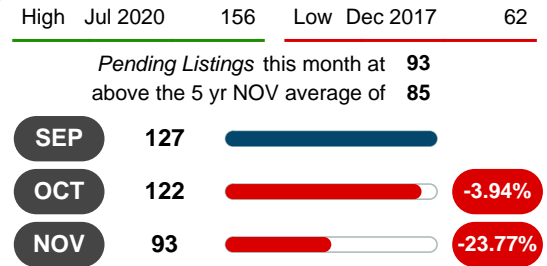


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 85



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	7.53%	3.0	7	0	0	0
\$50,001 - \$75,000	7	7.53%	42.0	2	5	0	0
\$75,001 - \$125,000	17	18.28%	34.0	4	12	1	0
\$125,001 - \$200,000	26	27.96%	17.5	4	17	5	0
\$200,001 - \$300,000	15	16.13%	37.0	4	5	6	0
\$300,001 - \$375,000	8	8.60%	65.5	1	4	2	1
\$375,001 and up	13	13.98%	64.0	1	7	4	1
Total Pending Units	93			23	50	18	2
Total Pending Volume	19,847,699	100%	34.0	3.11M	10.53M	5.47M	739.00K
Median Listing Price	\$159,000			\$120,000	\$157,450	\$222,450	\$369,500

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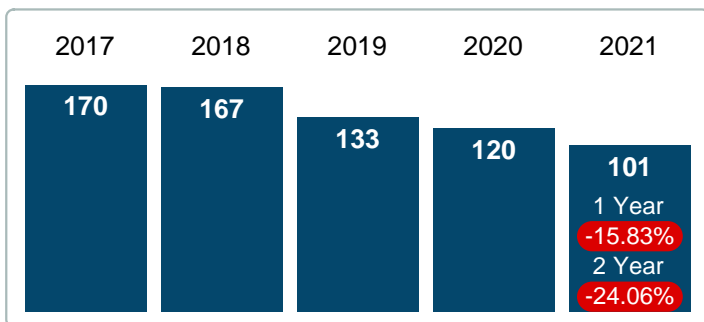
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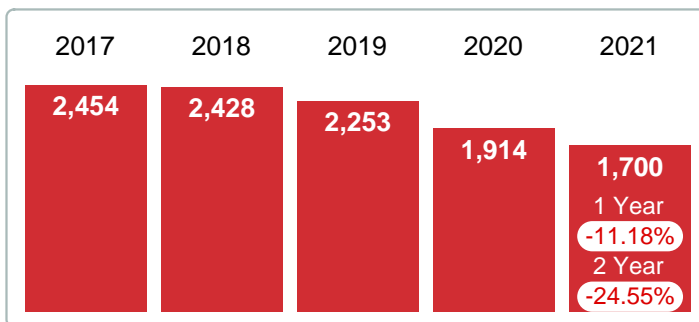
NEW LISTINGS

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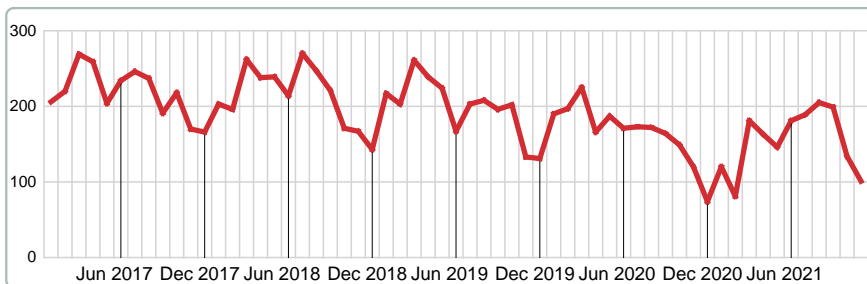
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

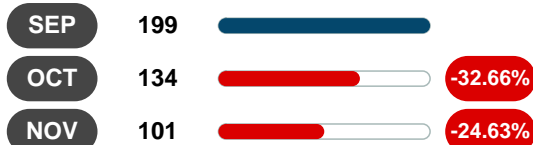


3 MONTHS

5 year NOV AVG = 138

High Jul 2018 270 Low Dec 2020 74

New Listings this month at 101 below the 5 yr NOV average of 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
Median New Listed Listing Price	\$159,900		\$109,750	\$159,900	\$202,700	\$340,000

November 2021



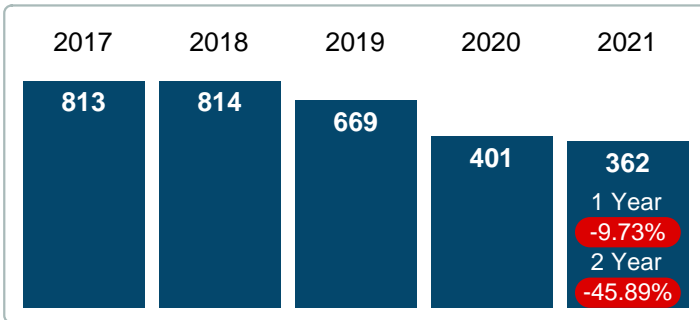
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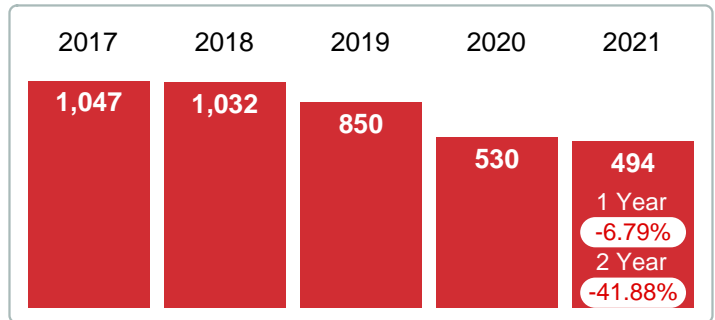
ACTIVE INVENTORY

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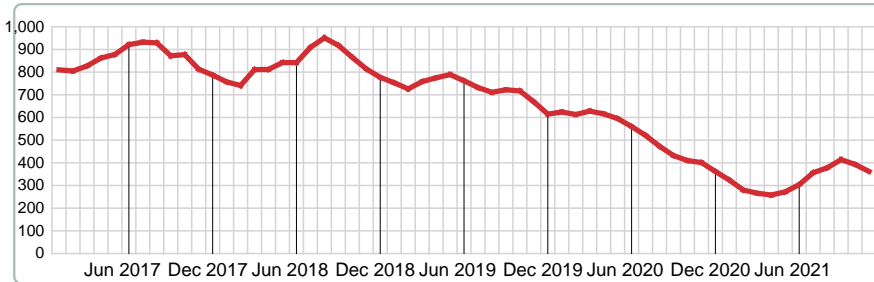
END OF NOVEMBER



ACTIVE DURING NOVEMBER

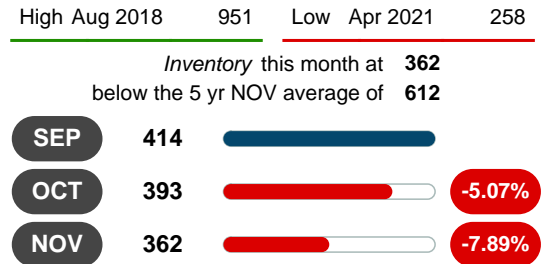


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 612



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	29	8.01%	71.0	13	14	1	1	
\$50,001 - \$75,000	29	8.01%	92.0	18	10	1	0	
\$75,001 - \$150,000	75	20.72%	74.0	19	46	10	0	
\$150,001 - \$250,000	91	25.14%	75.0	7	59	20	5	
\$250,001 - \$350,000	56	15.47%	74.0	9	23	18	6	
\$350,001 - \$575,000	46	12.71%	82.0	4	22	16	4	
\$575,001 and up	36	9.94%	104.5	5	15	9	7	
Total Active Inventory by Units		362		75	189	75	23	
Total Active Inventory by Volume		103,618,076	100%	76.5	15.82M	50.71M	26.89M	10.20M
Median Active Inventory Listing Price		\$199,900			\$95,000	\$185,000	\$280,000	\$349,900

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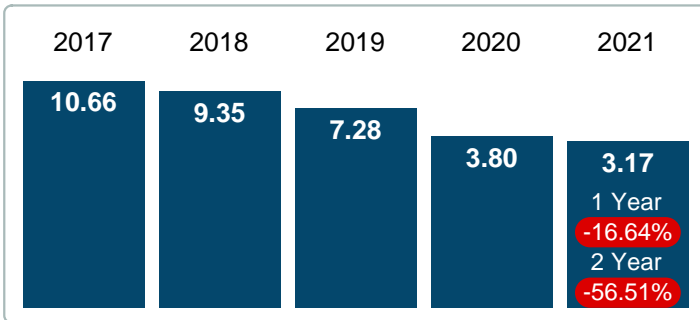
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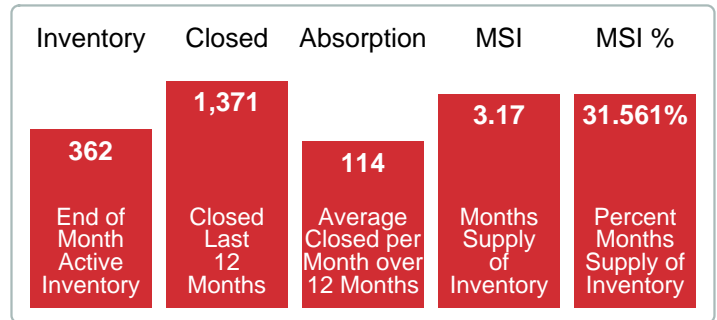
MONTHS SUPPLY of INVENTORY (MSI)

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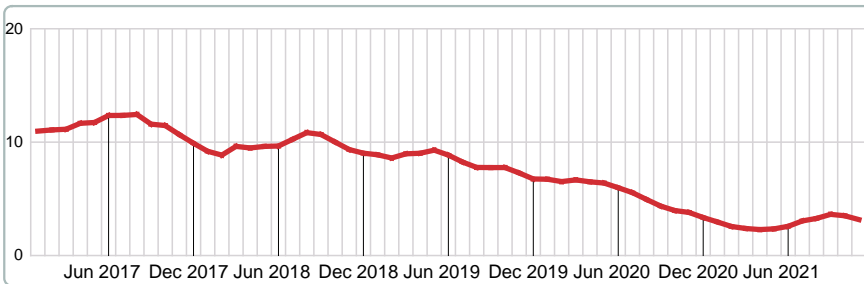
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

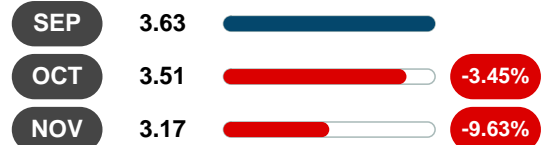


3 MONTHS

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

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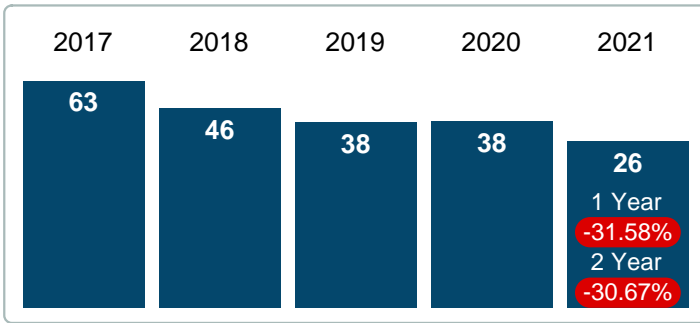
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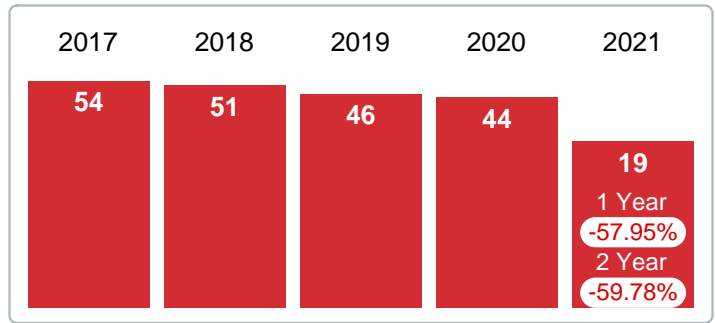
MEDIAN DAYS ON MARKET TO SALE

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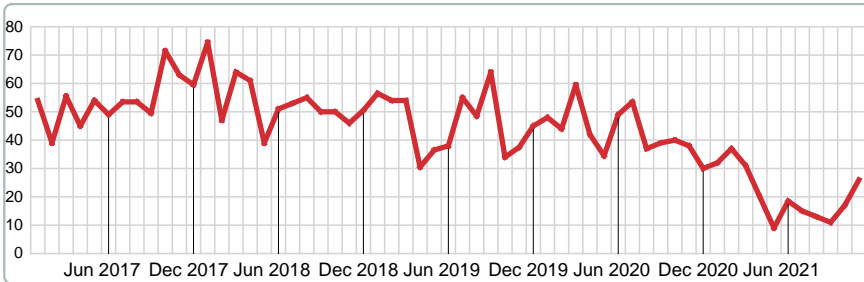
NOVEMBER



YEAR TO DATE (YTD)

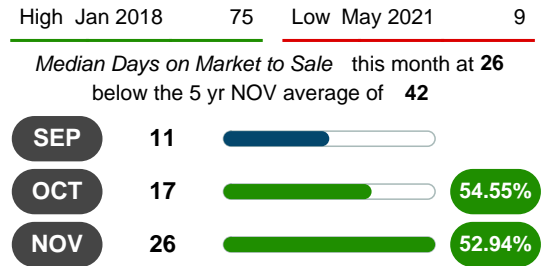


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42



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
\$50,000 and less	8.94%	5	3	15	0	0
\$50,001 - \$75,000	12.20%	43	23	33	124	0
\$75,001 - \$100,000	12.20%	30	15	37	0	0
\$100,001 - \$200,000	28.46%	22	28	17	39	0
\$200,001 - \$275,000	15.45%	52	1	31	67	0
\$275,001 - \$400,000	12.20%	26	3	26	30	64
\$400,001 and up	10.57%	49	27	38	59	71
Median Closed DOM		26	8	22	57	68
Total Closed Units	100%	26.0	24	69	28	2
Total Closed Volume		25,565,301	2.68M	13.30M	8.51M	1.08M

November 2021



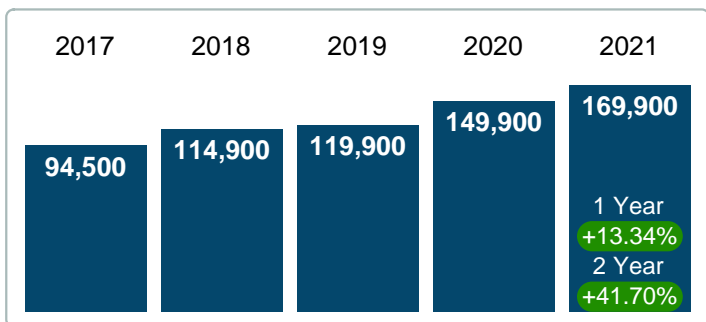
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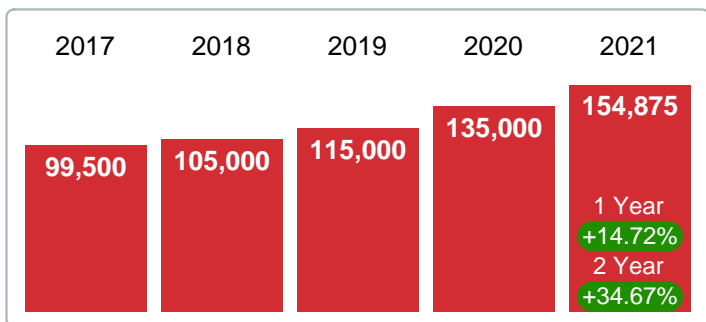
MEDIAN LIST PRICE AT CLOSING

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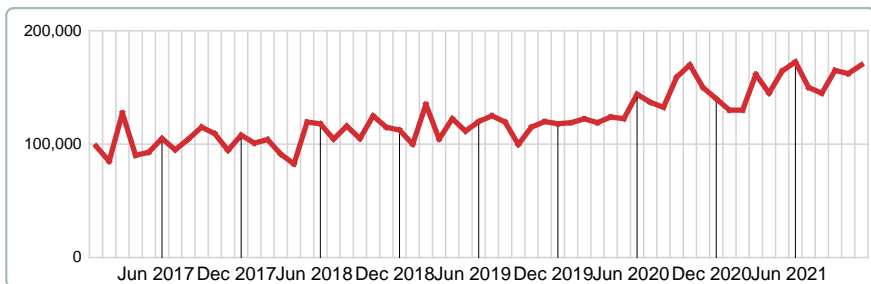
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

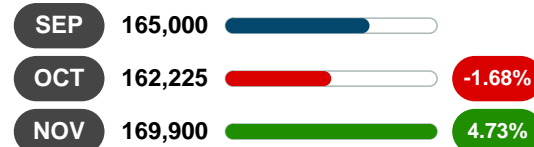


3 MONTHS

5 year NOV AVG = 129,820

High Jun 2021 172,500 Low Apr 2018 82,500

Median List Price at Closing this month at **169,900** above the 5 yr NOV average of **129,820**



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
\$50,000 and less	10	8.13%	39,950	40,000	39,000	0
\$50,001 - \$75,000	13	10.57%	60,000	68,000	59,900	65,000
\$75,001 - \$100,000	13	10.57%	89,900	79,900	90,000	80,000
\$100,001 - \$200,000	39	31.71%	145,000	122,450	139,950	175,000
\$200,001 - \$275,000	19	15.45%	240,000	260,000	240,000	235,000
\$275,001 - \$400,000	16	13.01%	325,000	399,000	325,000	315,000
\$400,001 and up	13	10.57%	595,000	475,000	599,150	595,000
Median List Price		169,900		73,700	149,900	254,900
Total Closed Units	123	100%	169,900	24	69	28
Total Closed Volume	26,387,600			2.82M	13.71M	8.71M

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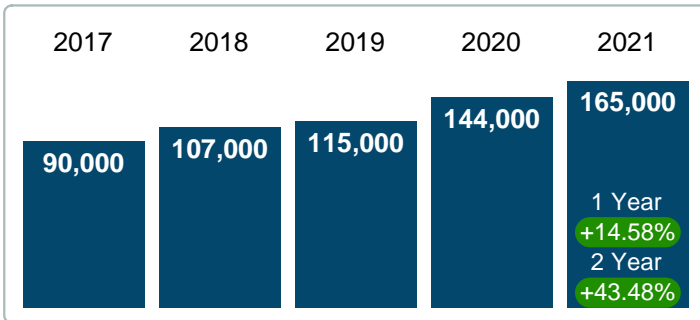
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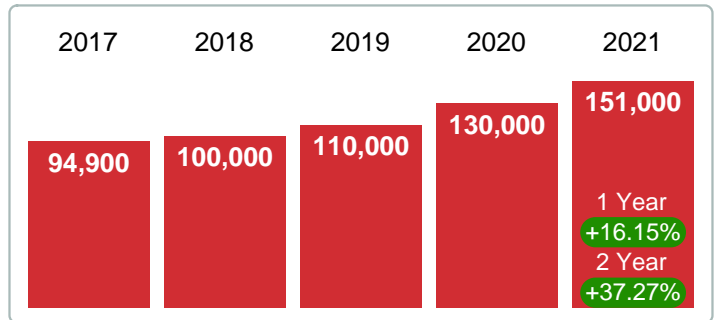
MEDIAN SOLD PRICE AT CLOSING

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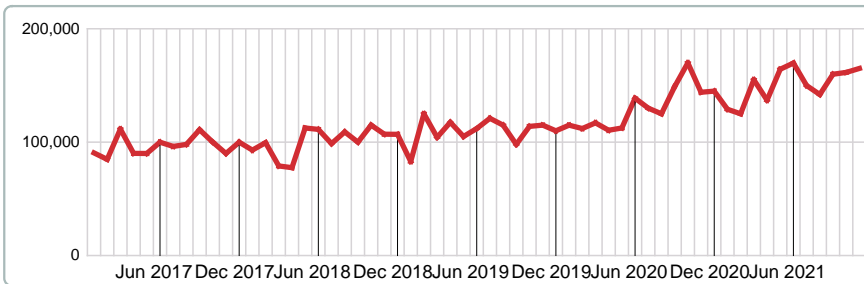
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

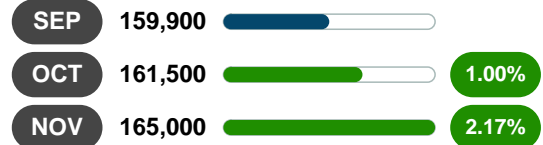


3 MONTHS

5 year NOV AVG = 124,200

High Oct 2020 169,900 Low Apr 2018 77,500

Median Sold Price at Closing this month at **165,000** above the 5 yr NOV average of **124,200**



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
\$50,000 and less	8.94%	39,900	40,000	31,000	0	0
\$50,001 - \$75,000	12.20%	59,900	57,000	58,500	72,000	0
\$75,001 - \$100,000	12.20%	86,000	78,900	88,750	0	0
\$100,001 - \$200,000	28.46%	157,000	123,200	145,000	177,450	0
\$200,001 - \$275,000	15.45%	248,000	260,000	248,000	220,000	0
\$275,001 - \$400,000	12.20%	320,000	399,000	325,000	309,000	320,000
\$400,001 and up	10.57%	572,000	425,000	573,950	572,000	760,000
Median Sold Price		165,000	62,450	145,000	239,950	540,000
Total Closed Units	100%	165,000	24	69	28	2
Total Closed Volume		25,565,301	2.68M	13.30M	8.51M	1.08M

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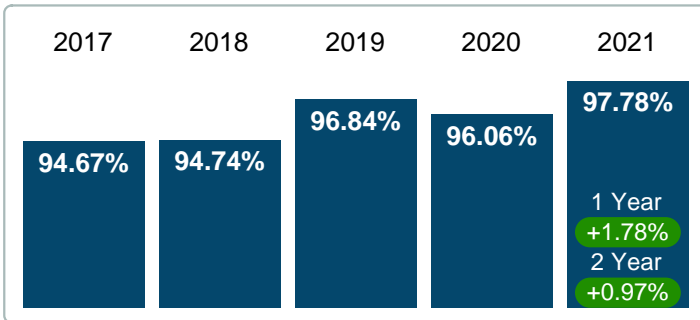
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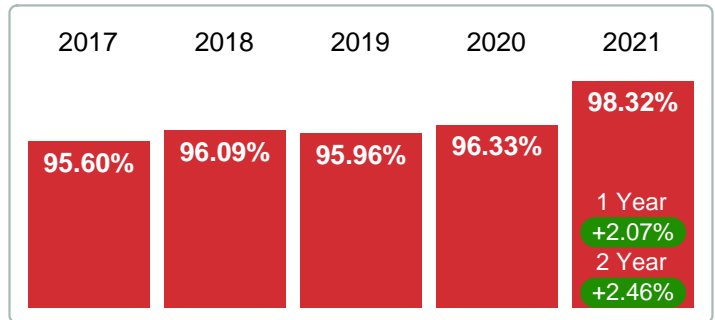
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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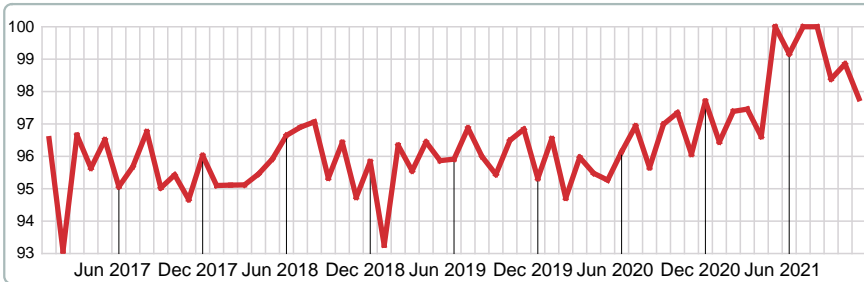
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

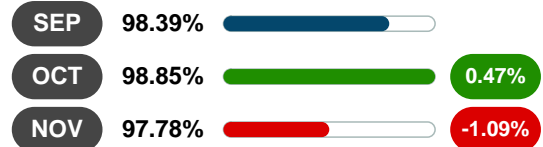


3 MONTHS

5 year NOV AVG = 96.02%

High Aug 2021 100.00% Low Feb 2017 93.08%

Median Sold/List Ratio this month at **97.78%**
above the 5 yr NOV average of **96.02%**



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
\$50,000 and less	11	8.94%	88.89%	100.00%	65.75%	0.00%	0.00%
\$50,001 - \$75,000	15	12.20%	94.44%	90.32%	94.85%	100.10%	0.00%
\$75,001 - \$100,000	15	12.20%	95.56%	98.75%	95.33%	0.00%	0.00%
\$100,001 - \$200,000	35	28.46%	100.00%	100.00%	99.36%	99.37%	0.00%
\$200,001 - \$275,000	19	15.45%	98.51%	100.00%	99.60%	97.78%	0.00%
\$275,001 - \$400,000	15	12.20%	98.00%	100.00%	99.00%	97.61%	91.43%
\$400,001 and up	13	10.57%	96.28%	89.47%	97.83%	100.00%	95.60%
Median Sold/List Ratio		97.78%		100.00%	97.50%	98.26%	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



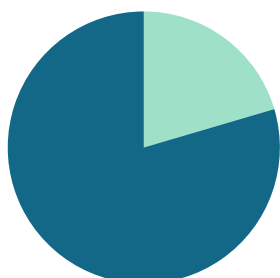
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

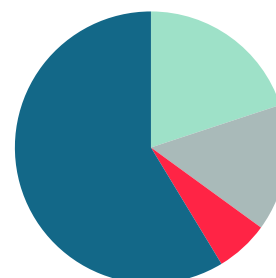


Inventory
 New Listings
101 = 20.45%
 Start Inventory
393
 Total Inventory Units
494
 Volume
\$141,443,170

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%
Median List Price	149,900	169,900	13.34%	135,000	154,875	14.72%
Median Sale Price	144,000	165,000	14.58%	130,000	151,000	16.15%
Median Percent of Selling Price to List Price	96.06%	97.78%	1.78%	96.33%	98.32%	2.07%
Median Days on Market to Sale	38.00	26.00	-31.58%	44.00	18.50	-57.95%
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

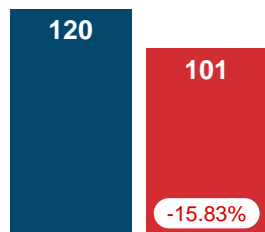
Inventory on November 30, 2021 = 362

2020 2021

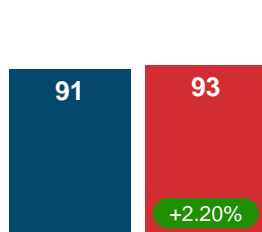
NOVEMBER MARKET

MEDIAN PRICES

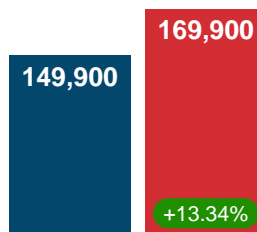
New Listings



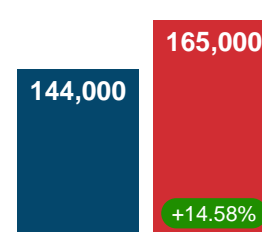
Pending Listings



List Price



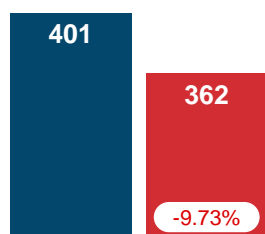
Sale Price



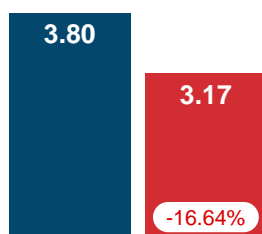
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

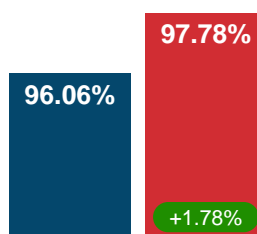
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

