

November 2019



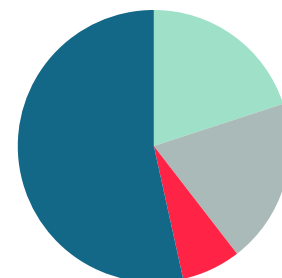
Area Delimited by School District Broken Arrow - Sch Dist (3)



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	205	231	12.68%
Pending Listings	149	226	51.68%
New Listings	276	240	-13.04%
Average List Price	187,424	193,482	3.23%
Average Sale Price	184,278	191,800	4.08%
Average Percent of Selling Price to List Price	98.31%	99.23%	0.94%
Average Days on Market to Sale	53.42	36.02	-32.58%
End of Month Inventory	1,008	618	-38.69%
Months Supply of Inventory	4.54	2.56	-43.54%



■ Closed (19.98%)
■ Pending (19.55%)
■ Other OffMarket (7.01%)
■ Active (53.46%)

Absorption: Last 12 months, an Average of **241** Sales/Month
Active Inventory as of November 30, 2019 = **618**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **38.69%** to 618 existing homes available for sale. Over the last 12 months this area has had an average of 241 closed sales per month. This represents an unsold inventory index of **2.56** 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 **4.08%** in November 2019 to \$191,800 versus the previous year at \$184,278.

Average Days on Market Shortens

The average number of **36.02** days that homes spent on the market before selling decreased by 17.40 days or **32.58%** in November 2019 compared to last year's same month at **53.42** DOM.

Sales Success for November 2019 is Positive

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

There were 240 New Listings in November 2019, down **13.04%** from last year at 276. Furthermore, there were 231 Closed Listings this month versus last year at 205, a **12.68%** increase.

Closed versus Listed trends yielded a **96.3%** ratio, up from previous year's, November 2018, at **74.3%**, a **29.59%** 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

November 2019



Area Delimited by School District Broken Arrow - Sch Dist (3)

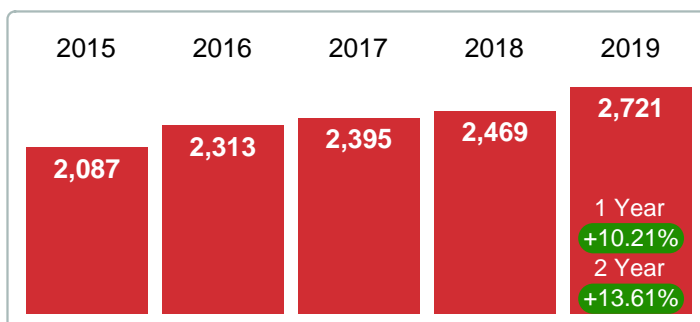
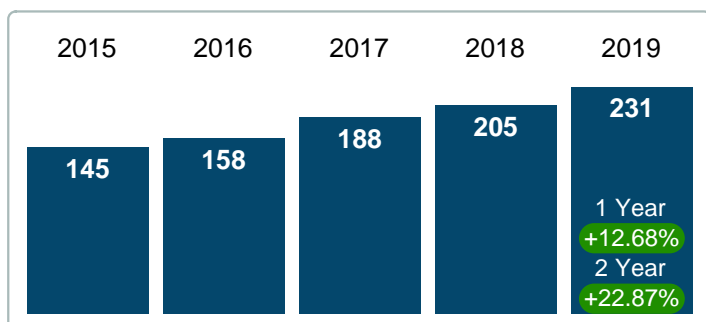


CLOSED LISTINGS

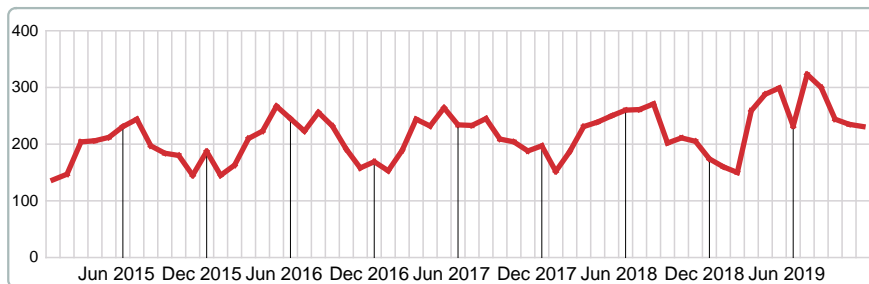
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NOVEMBER

YEAR TO DATE (YTD)

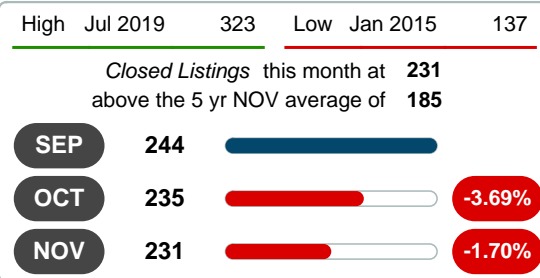


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 185



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	22	9.52%	36.8	2	16	4	0
\$50,001 - \$125,000	21	9.09%	17.8	7	11	2	1
\$125,001 - \$150,000	22	9.52%	25.0	0	22	0	0
\$150,001 - \$200,000	78	33.77%	33.6	0	58	19	1
\$200,001 - \$250,000	34	14.72%	45.9	2	19	13	0
\$250,001 - \$300,000	23	9.96%	57.9	0	14	7	2
\$300,001 and up	31	13.42%	34.7	2	3	17	9
Total Closed Units	231			13	143	62	13
Total Closed Volume	44,305,720	100%	36.0	1.94M	23.23M	14.77M	4.37M
Average Closed Price	\$191,800			\$148,922	\$162,481	\$238,188	\$335,945



November 2019

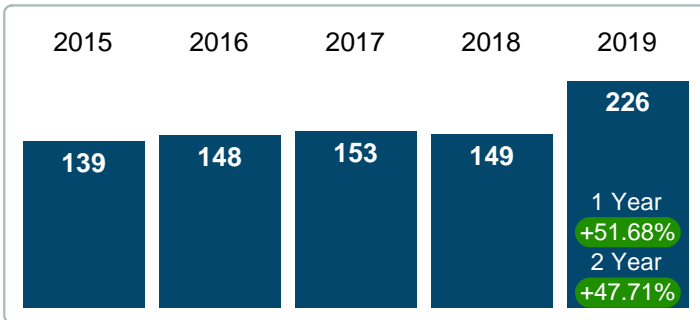
Area Delimited by School District Broken Arrow - Sch Dist (3)



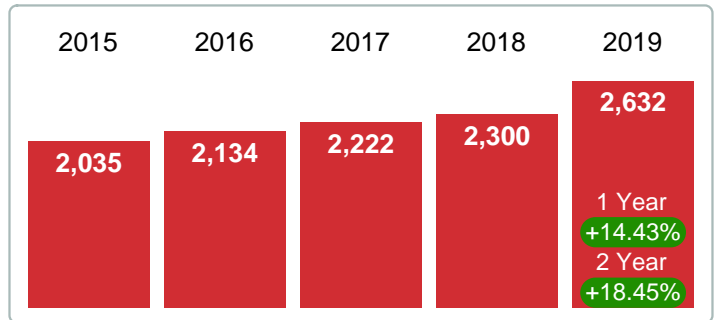
PENDING LISTINGS

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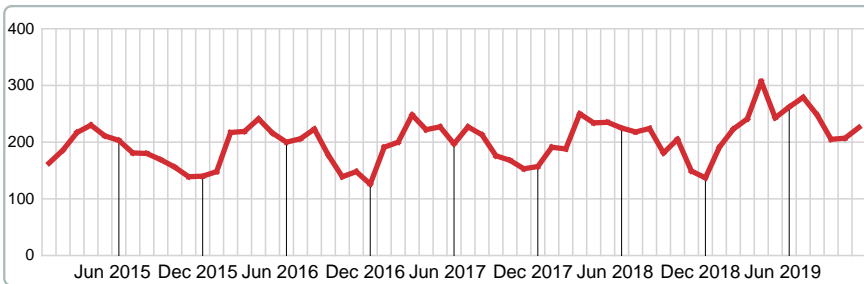
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

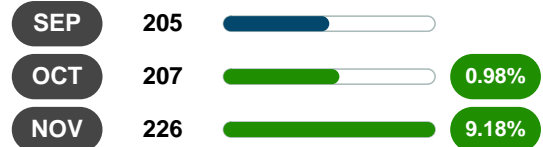


3 MONTHS

5 year NOV AVG = 163

High Apr 2019 307 Low Dec 2016 126

Pending Listings this month at **226**
above the 5 yr NOV average of **163**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	22	9.73%	34.1	4	17	1	0
\$125,001 - \$150,000	20	8.85%	22.9	0	16	2	2
\$150,001 - \$175,000	34	15.04%	32.0	0	27	7	0
\$175,001 - \$200,000	49	21.68%	38.1	0	33	16	0
\$200,001 - \$250,000	40	17.70%	43.2	1	28	11	0
\$250,001 - \$325,000	38	16.81%	53.6	0	20	15	3
\$325,001 and up	23	10.18%	48.2	0	3	9	11
Total Pending Units	226			5	144	61	16
Total Pending Volume	48,359,990	100%	20.0	493.31K	27.33M	14.81M	5.72M
Average Listing Price	\$214,308			\$98,662	\$189,817	\$242,774	\$357,740

November 2019



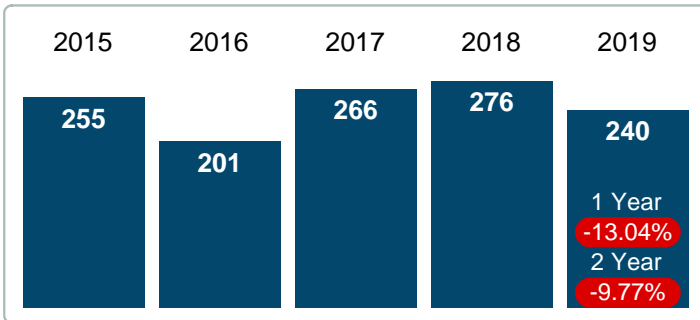
Area Delimited by School District Broken Arrow - Sch Dist (3)



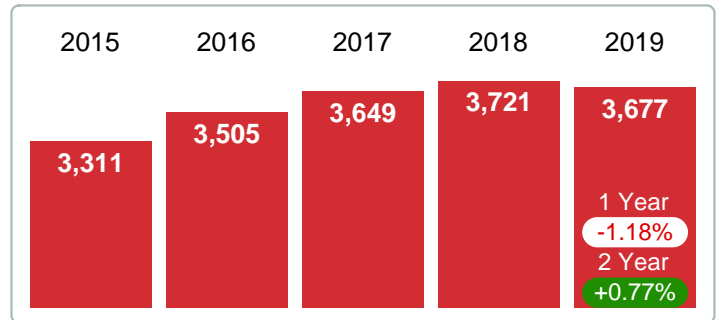
NEW LISTINGS

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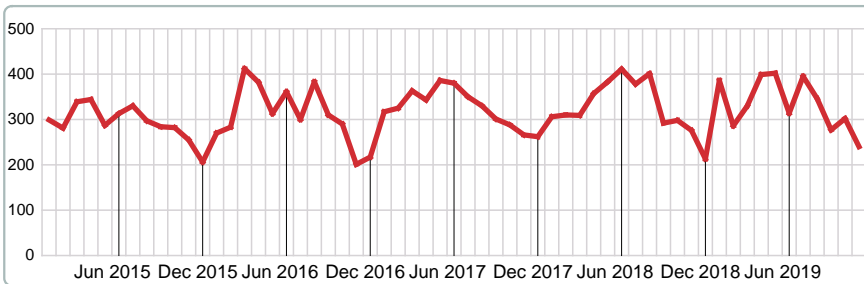
NOVEMBER



YEAR TO DATE (YTD)

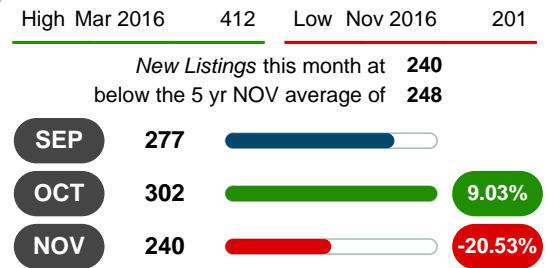


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 248



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$125,000	42	17.50%	10	30	2	0
\$125,001-\$175,000	45	18.75%	0	38	6	1
\$175,001-\$225,000	63	26.25%	1	39	22	1
\$225,001-\$275,000	33	13.75%	2	18	11	2
\$275,001-\$325,000	29	12.08%	5	10	14	0
\$325,001 and up	28	11.67%	3	3	9	13
Total New Listed Units	240		21	138	64	17
Total New Listed Volume	52,648,610	100%	6.20M	22.72M	16.09M	7.63M
Average New Listed Listing Price	\$220,589		\$295,047	\$164,670	\$251,470	\$449,067



November 2019

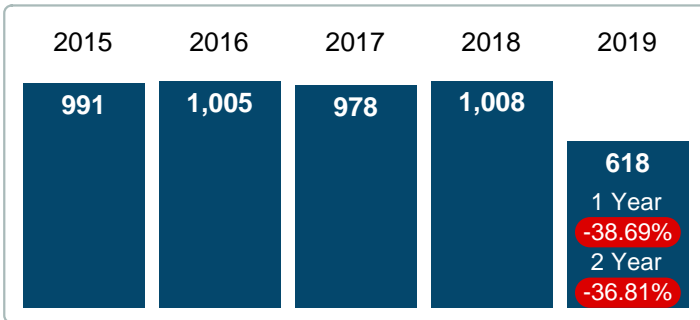
Area Delimited by School District Broken Arrow - Sch Dist (3)



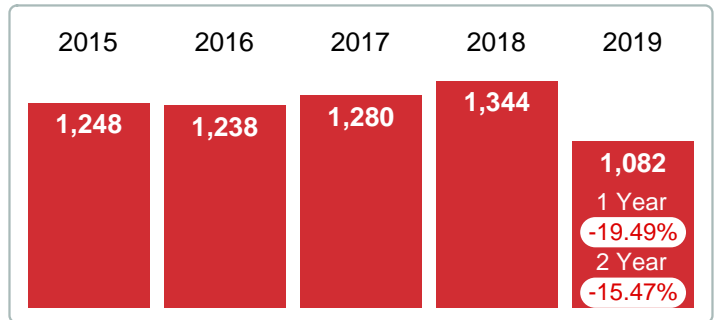
ACTIVE INVENTORY

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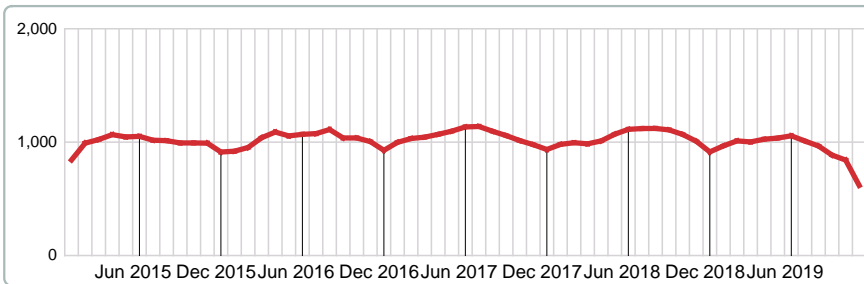
END OF NOVEMBER



ACTIVE DURING NOVEMBER

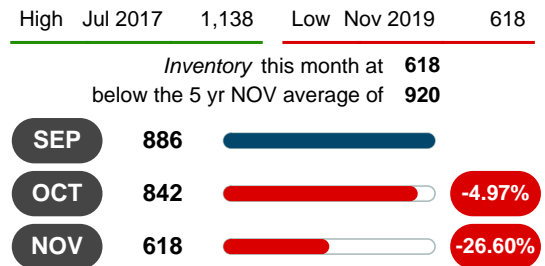


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 920



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	55	8.90%	104.0	19	29	7	0
\$50,001 - \$150,000	70	11.33%	79.1	48	17	5	0
\$150,001 - \$175,000	68	11.00%	62.1	4	52	12	0
\$175,001 - \$275,000	188	30.42%	64.1	8	96	74	10
\$275,001 - \$325,000	94	15.21%	72.1	10	33	48	3
\$325,001 - \$425,000	75	12.14%	78.2	3	15	38	19
\$425,001 and up	68	11.00%	98.3	22	2	27	17
Total Active Inventory by Units			618	114	244	211	49
Total Active Inventory by Volume			179,897,739	47.10M	48.16M	63.84M	20.79M
Average Active Inventory Listing Price			\$291,097	\$413,200	\$197,389	\$302,559	\$424,284

November 2019



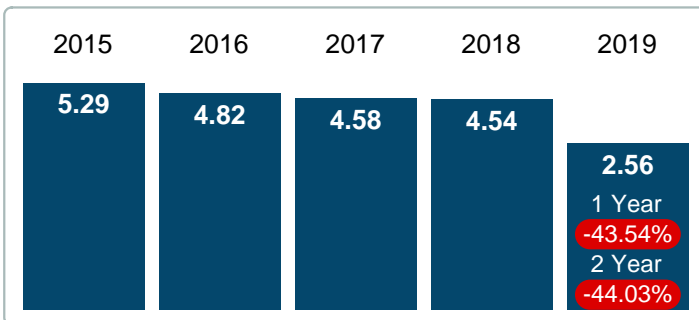
Area Delimited by School District Broken Arrow - Sch Dist (3)



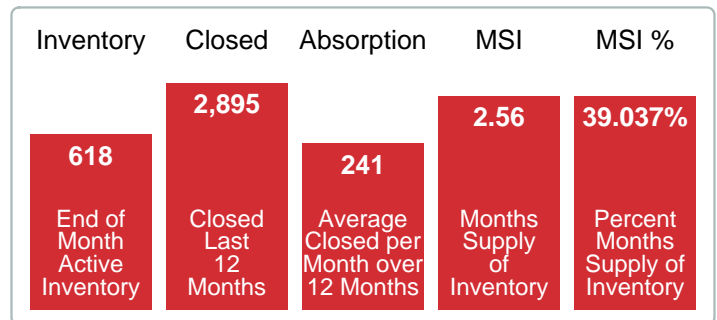
MONTHS SUPPLY of INVENTORY (MSI)

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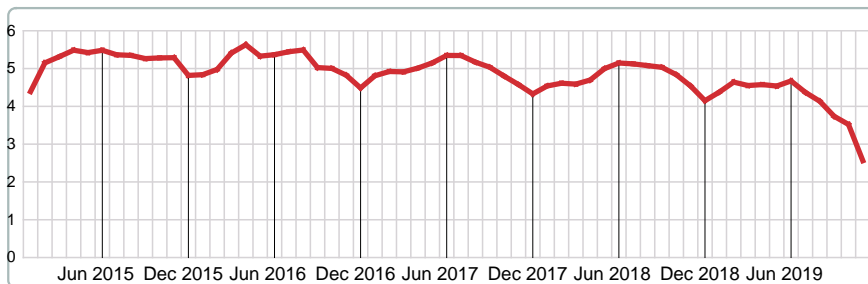
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

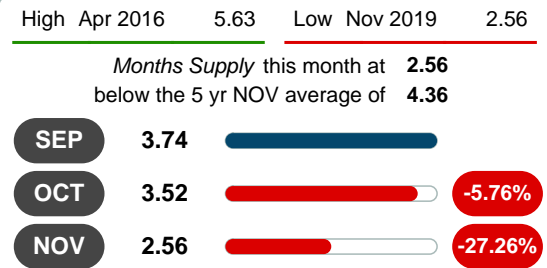


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.36



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	55	8.90%	2.03	6.00	1.72	1.06	0.00
\$50,001 - \$150,000	70	11.33%	1.34	9.44	0.40	1.03	0.00
\$150,001 - \$175,000	68	11.00%	1.71	16.00	1.65	1.58	0.00
\$175,001 - \$275,000	188	30.42%	2.19	9.60	2.00	2.22	2.79
\$275,001 - \$325,000	94	15.21%	5.73	40.00	6.71	4.92	2.00
\$325,001 - \$425,000	75	12.14%	5.42	7.20	6.92	3.97	11.40
\$425,001 and up	68	11.00%	11.49	33.00	4.00	7.20	17.00
Market Supply of Inventory (MSI)			2.56	10.69	1.67	2.80	5.44
Total Active Inventory by Units		100%	2.56	114	244	211	49



November 2019

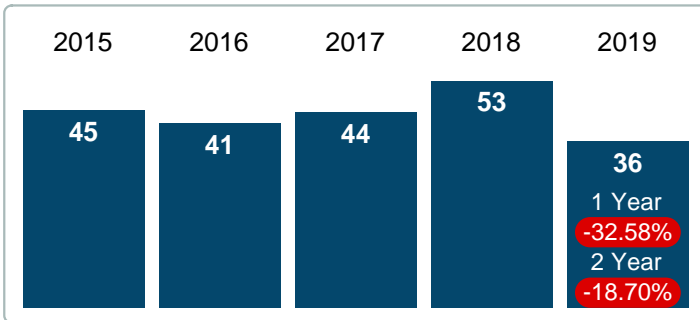
Area Delimited by School District Broken Arrow - Sch Dist (3)



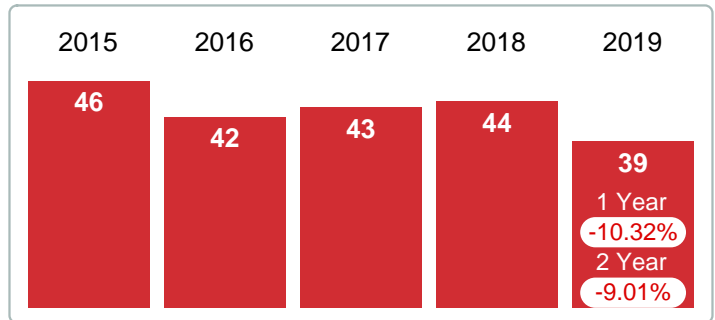
AVERAGE DAYS ON MARKET TO SALE

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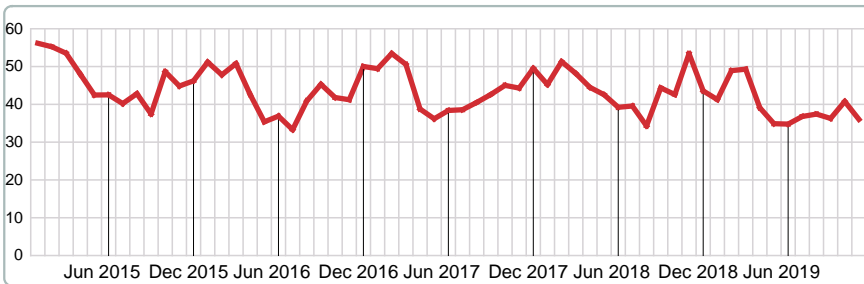
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

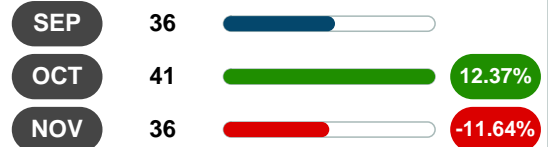


3 MONTHS

5 year NOV AVG = 44

High Jan 2015 56 Low Jul 2016 33

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 44



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	9.52%	37	93	28	43	0
\$50,001 - \$125,000	9.09%	18	14	15	54	1
\$125,001 - \$150,000	9.52%	25	0	25	0	0
\$150,001 - \$200,000	33.77%	34	0	33	38	4
\$200,001 - \$250,000	14.72%	46	160	39	39	0
\$250,001 - \$300,000	9.96%	58	0	46	64	120
\$300,001 and up	13.42%	35	131	2	29	36
Average Closed DOM		36	67	31	39	43
Total Closed Units	100%	36	13	143	62	13
Total Closed Volume		44,305,720	1.94M	23.23M	14.77M	4.37M

November 2019



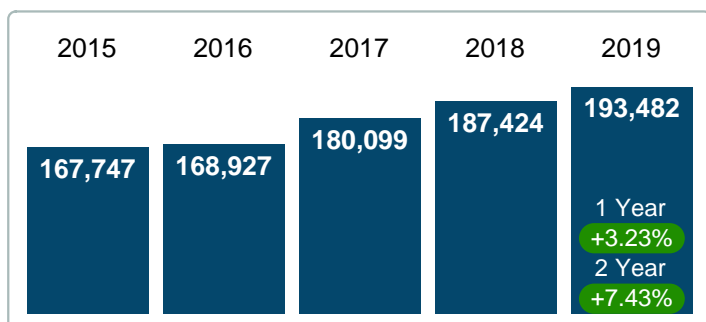
Area Delimited by School District Broken Arrow - Sch Dist (3)



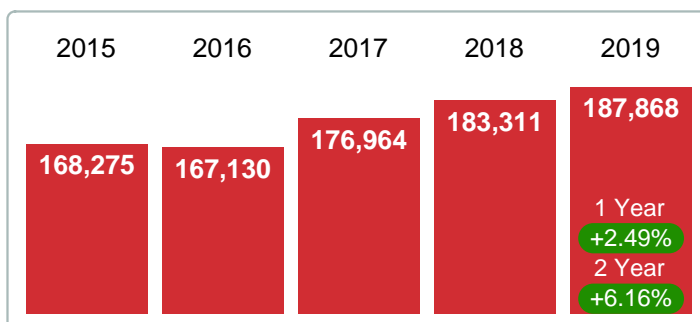
AVERAGE LIST PRICE AT CLOSING

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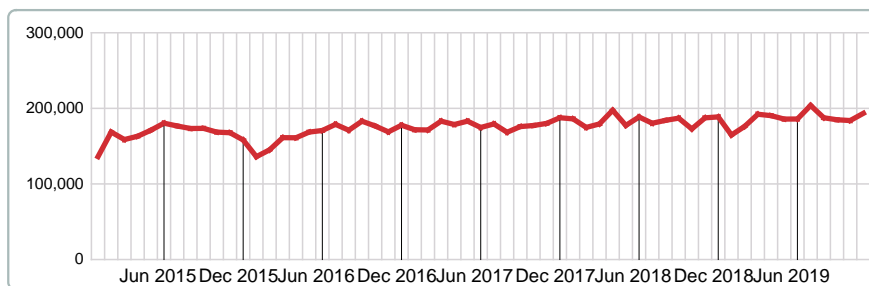
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 179,536

High Jul 2019 203,825 Low Jan 2016 136,072

Average List Price at Closing this month at **193,482**
above the 5 yr NOV average of **179,536**

- SEP 184,910
- OCT 183,884 (-0.55%)
- NOV 193,482 (5.22%)

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	9.96%	4,245	12,850	1,297	1,546	0
\$50,001 - \$125,000	7.79%	103,558	97,829	102,850	117,000	135,000
\$125,001 - \$150,000	11.26%	139,910	0	139,857	0	0
\$150,001 - \$200,000	32.47%	175,111	0	171,882	184,259	158,000
\$200,001 - \$250,000	14.29%	223,044	234,732	223,062	227,065	0
\$250,001 - \$300,000	10.39%	273,285	0	281,927	269,701	272,450
\$300,001 and up	13.85%	376,321	426,500	333,061	367,915	400,615
Average List Price		193,482	156,382	163,514	239,281	341,803
Total Closed Units	100%	193,482	13	143	62	13
Total Closed Volume		44,694,243	2.03M	23.38M	14.84M	4.44M



November 2019

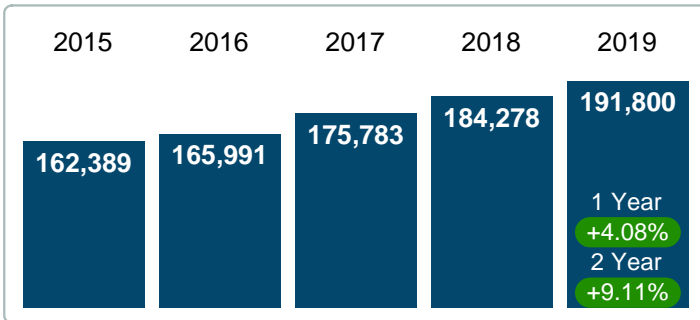
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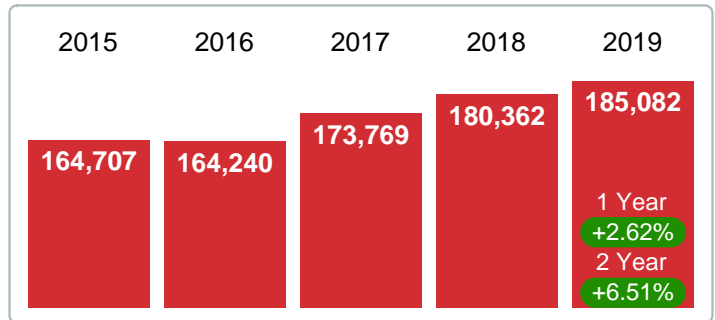
AVERAGE SOLD PRICE AT CLOSING

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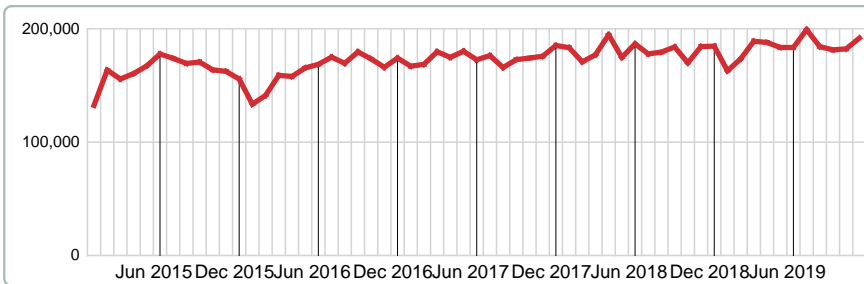
NOVEMBER



YEAR TO DATE (YTD)

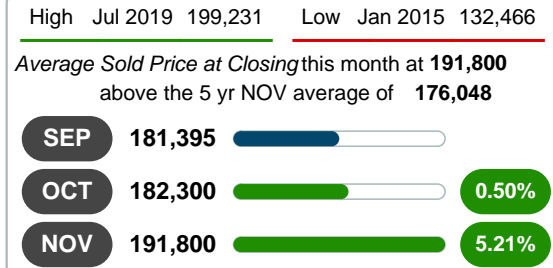


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 176,048



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	9.52%	2,216	10,850	1,304	1,546	0
\$50,001 - \$125,000	9.09%	102,007	92,786	104,273	116,944	111,750
\$125,001 - \$150,000	9.52%	138,195	0	138,195	0	0
\$150,001 - \$200,000	33.77%	173,547	0	171,024	181,907	161,000
\$200,001 - \$250,000	14.72%	223,139	222,390	222,278	224,511	0
\$250,001 - \$300,000	9.96%	274,482	0	278,799	268,416	265,500
\$300,001 and up	13.42%	375,423	410,000	326,927	369,046	395,948
Average Sold Price		191,800	148,922	162,481	238,188	335,945
Total Closed Units	100%	191,800	13	143	62	13
Total Closed Volume		44,305,720	1.94M	23.23M	14.77M	4.37M

November 2019



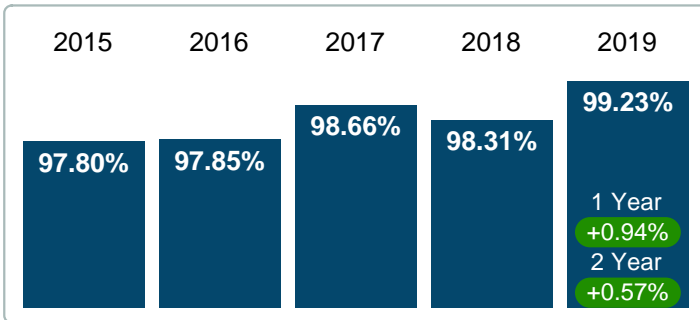
Area Delimited by School District Broken Arrow - Sch Dist (3)



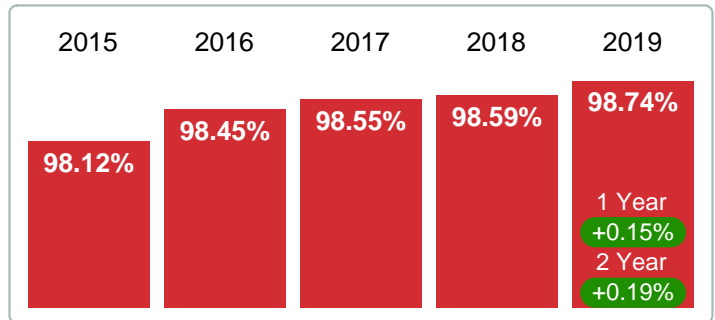
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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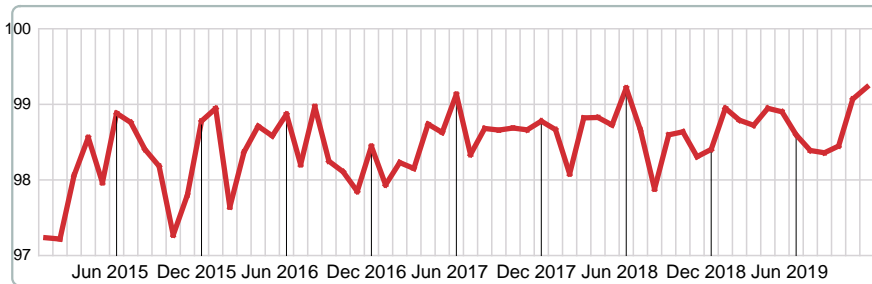
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

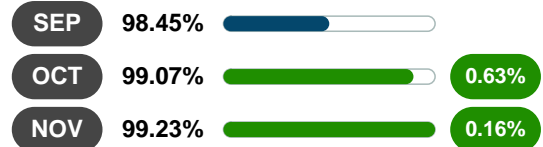


3 MONTHS

5 year NOV AVG = 98.37%

High Nov 2019 99.23% Low Feb 2015 97.22%

Average Sold/List Ratio this month at **99.23%**
above the 5 yr NOV average of **98.37%**



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	22	9.52%	99.58%	92.00%	100.42%	100.00%	0.00%
\$50,001 - \$125,000	21	9.09%	98.77%	95.24%	102.27%	99.84%	82.78%
\$125,001 - \$150,000	22	9.52%	98.93%	0.00%	98.93%	0.00%	0.00%
\$150,001 - \$200,000	78	33.77%	99.42%	0.00%	99.57%	98.81%	101.90%
\$200,001 - \$250,000	34	14.72%	99.14%	95.40%	99.69%	98.91%	0.00%
\$250,001 - \$300,000	23	9.96%	99.04%	0.00%	99.02%	99.54%	97.50%
\$300,001 and up	31	13.42%	99.27%	96.24%	98.43%	100.03%	98.81%
Average Sold/List Ratio		99.20%		94.92%	99.71%	99.36%	97.61%
Total Closed Units		231	100%	13	143	62	13
Total Closed Volume		44,305,720		1.94M	23.23M	14.77M	4.37M

November 2019



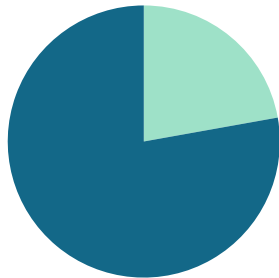
Area Delimited by School District Broken Arrow - Sch Dist (3)



MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

INVENTORY

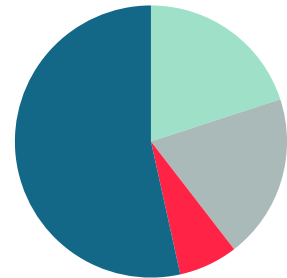


Inventory
 New Listings
240 = 22.18%
 Start Inventory
842
 Total Inventory Units
1,082
 Volume
\$279,034,770

Market Activity

Closed Sales
231 = 19.98%
 Pending Sales
226 = 19.55%
 Other Off Market
81 = 7.01%
 Active Inventory
618 = 53.46%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	205	231	12.68%	2,469	2,721	10.21%
Pending Sales	149	226	51.68%	2,300	2,632	14.43%
New Listings	276	240	-13.04%	3,721	3,677	-1.18%
Average List Price	187,424	193,482	3.23%	183,311	187,868	2.49%
Average Sale Price	184,278	191,800	4.08%	180,362	185,082	2.62%
Average Percent of Selling Price to List Price	98.31%	99.23%	0.94%	98.59%	98.74%	0.15%
Average Days on Market to Sale	53.42	36.02	-32.58%	43.57	39.08	-10.32%
Monthly Inventory	1,008	618	-38.69%	1,008	618	-38.69%
Months Supply of Inventory	4.54	2.56	-43.54%	4.54	2.56	-43.54%

Absorption: Last 12 months, an Average of **241** Sales/Month

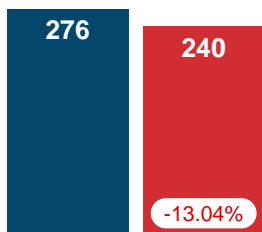
Inventory on November 30, 2019 = **618**

2018 **2019**

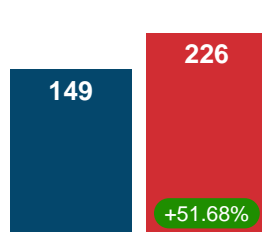
NOVEMBER MARKET

AVERAGE PRICES

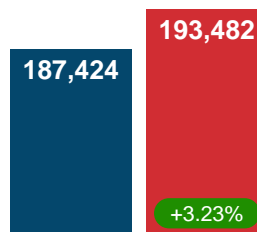
New Listings



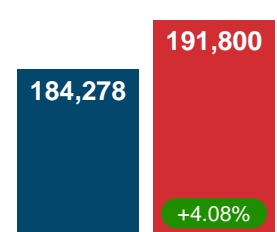
Pending Listings



List Price



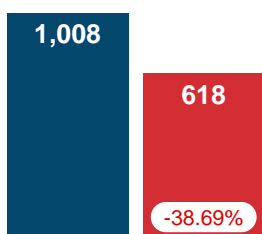
Sale Price



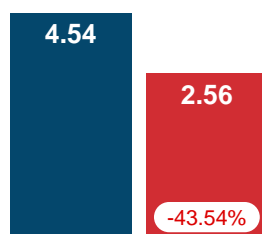
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

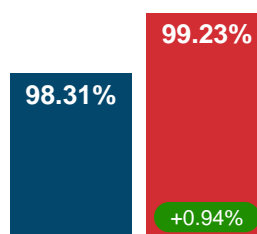
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

