



November 2019

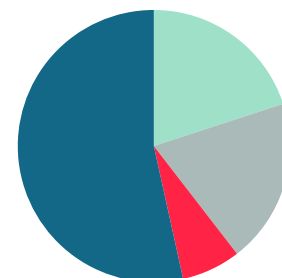
Area Delimited by School District Broken Arrow - Sch Dist (3)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	205	231	12.68%
Pending Listings	149	226	51.68%
New Listings	276	240	-13.04%
Median List Price	184,900	179,900	-2.70%
Median Sale Price	182,245	179,900	-1.29%
Median Percent of Selling Price to List Price	99.40%	100.00%	0.60%
Median Days on Market to Sale	49.00	15.00	-69.39%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.29%** in November 2019 to \$179,900 versus the previous year at \$182,245.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 34.00 days or **69.39%** in November 2019 compared to last year's same month at **49.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices falling 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)

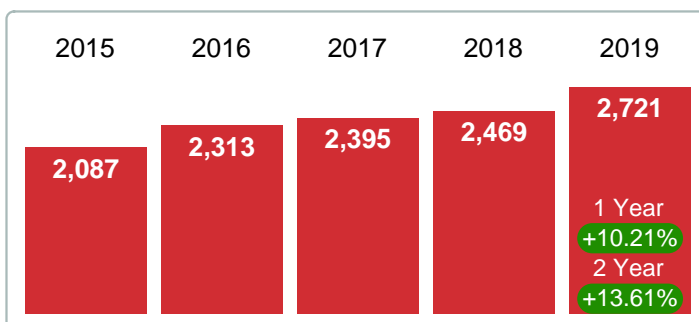
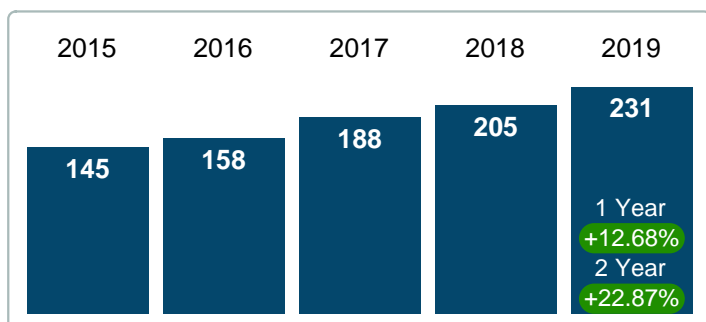


CLOSED LISTINGS

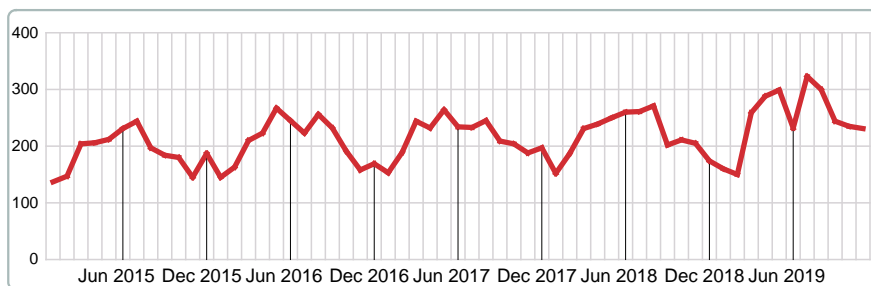
Report produced on Dec 11, 2019 for MLS Technology Inc.

NOVEMBER

YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

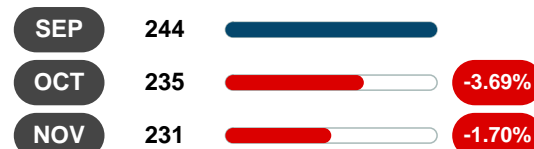


3 MONTHS

5 year NOV AVG = 185

High Jul 2019 323 Low Jan 2015 137

Closed Listings this month at **231**
above the 5 yr NOV average of **185**



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	22	9.52%	24.5	2	16	4	0
\$50,001 - \$125,000	21	9.09%	10.0	7	11	2	1
\$125,001 - \$150,000	22	9.52%	5.5	0	22	0	0
\$150,001 - \$200,000	78	33.77%	18.0	0	58	19	1
\$200,001 - \$250,000	34	14.72%	20.0	2	19	13	0
\$250,001 - \$300,000	23	9.96%	30.0	0	14	7	2
\$300,001 and up	31	13.42%	10.0	2	3	17	9
Total Closed Units	231			13	143	62	13
Total Closed Volume	44,305,720	100%	15.0	1.94M	23.23M	14.77M	4.37M
Median Closed Price	\$179,900			\$108,000	\$164,500	\$219,500	\$318,000



November 2019

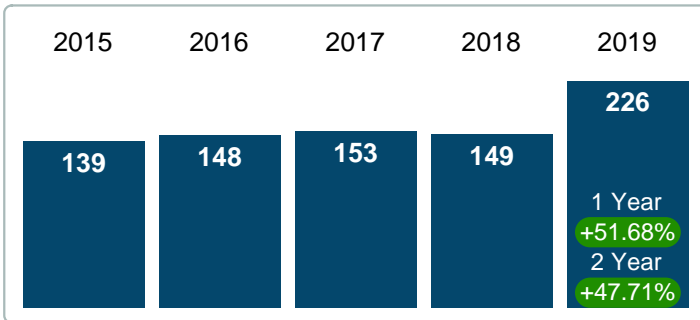
Area Delimited by School District Broken Arrow - Sch Dist (3)



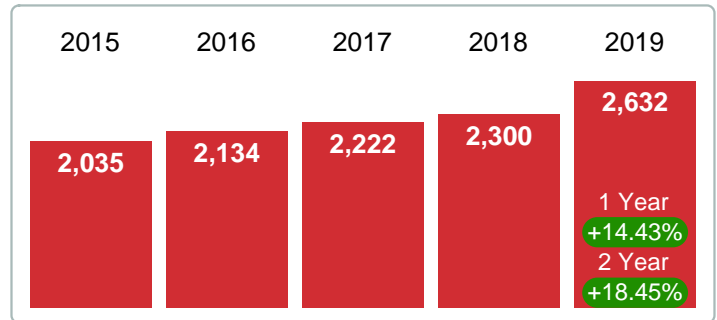
PENDING LISTINGS

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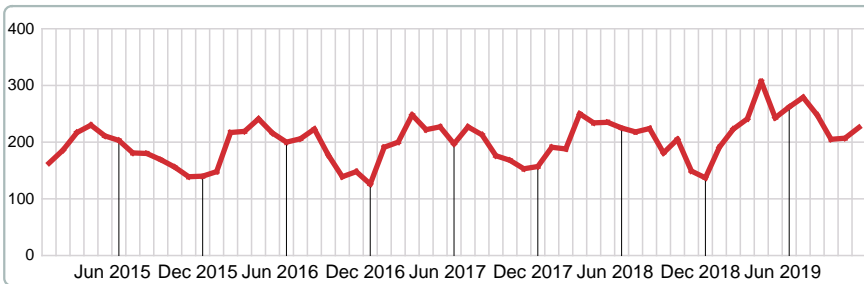
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

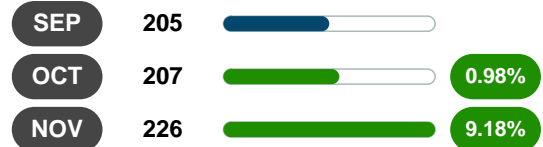


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	22	9.73%	13.0	4	17	1	0
\$125,001 - \$150,000	20	8.85%	5.5	0	16	2	2
\$150,001 - \$175,000	34	15.04%	20.5	0	27	7	0
\$175,001 - \$200,000	49	21.68%	11.0	0	33	16	0
\$200,001 - \$250,000	40	17.70%	17.5	1	28	11	0
\$250,001 - \$325,000	38	16.81%	38.5	0	20	15	3
\$325,001 and up	23	10.18%	33.0	0	3	9	11
Total Pending Units	226			5	144	61	16
Total Pending Volume	48,359,990	100%	18.5	493.31K	27.33M	14.81M	5.72M
Median Listing Price	\$197,729			\$89,000	\$182,498	\$216,291	\$382,445

November 2019



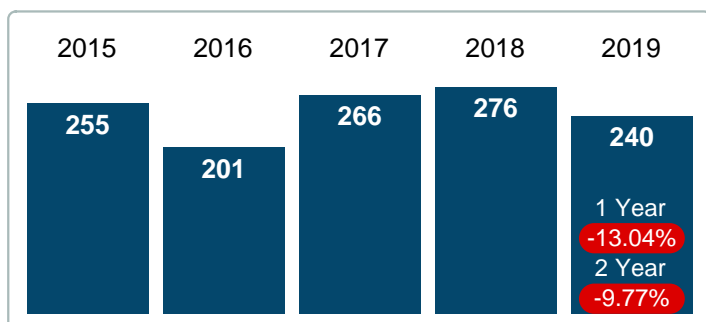
Area Delimited by School District Broken Arrow - Sch Dist (3)



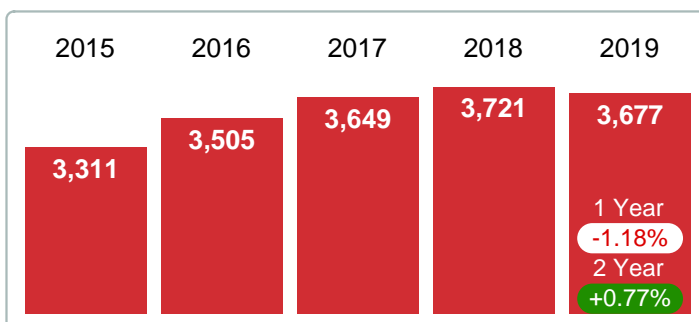
NEW LISTINGS

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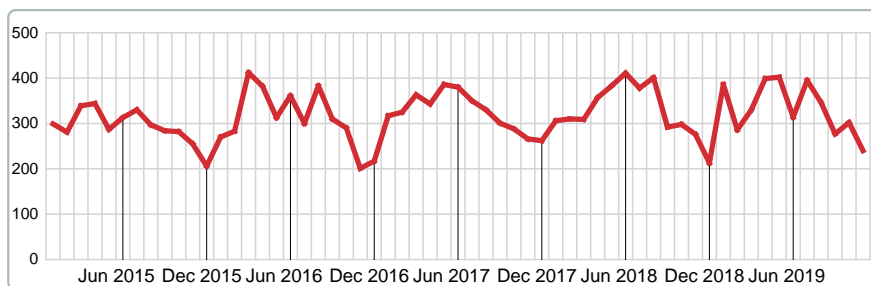
NOVEMBER



YEAR TO DATE (YTD)

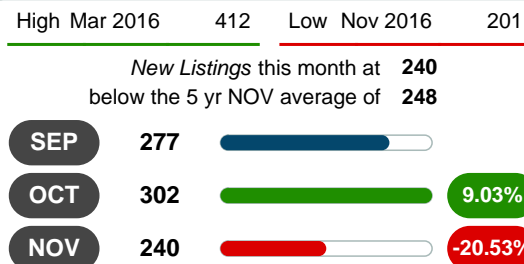


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 248



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
Median New Listed Listing Price	\$195,000		\$215,000	\$176,811	\$237,450	\$373,626

November 2019



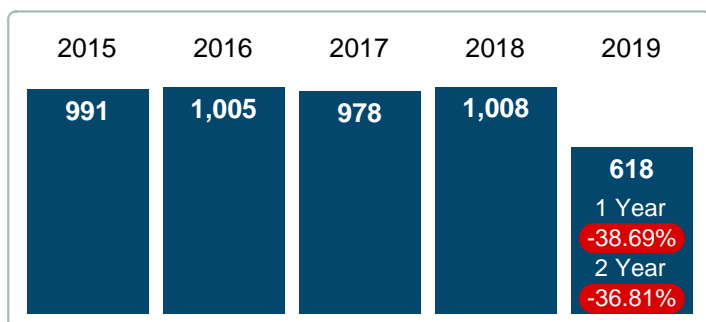
Area Delimited by School District Broken Arrow - Sch Dist (3)



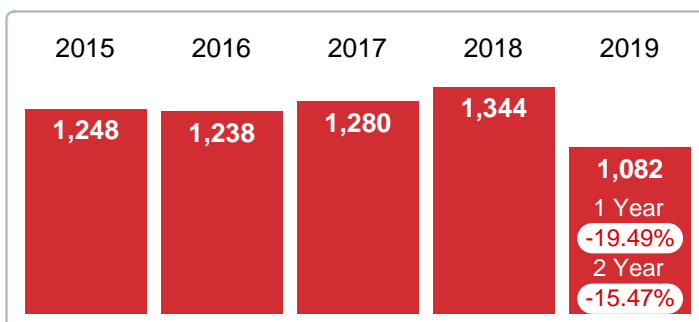
ACTIVE INVENTORY

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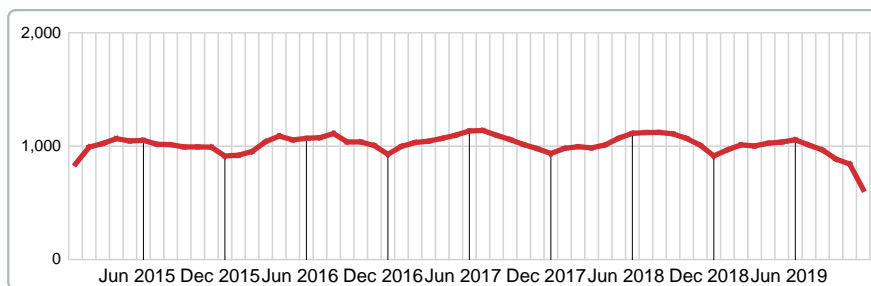
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

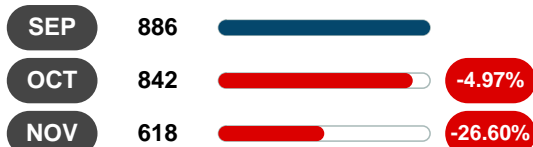


3 MONTHS

5 year NOV AVG = 920

High Jul 2017 1,138 Low Nov 2019 618

Inventory this month at 618
below the 5 yr NOV average of 920



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	55	8.90%	44.0	19	29	7	0
\$50,001 - \$150,000	70	11.33%	98.0	48	17	5	0
\$150,001 - \$175,000	68	11.00%	47.0	4	52	12	0
\$175,001 - \$275,000	188	30.42%	53.5	8	96	74	10
\$275,001 - \$325,000	94	15.21%	66.0	10	33	48	3
\$325,001 - \$425,000	75	12.14%	57.0	3	15	38	19
\$425,001 and up	68	11.00%	101.5	22	2	27	17
Total Active Inventory by Units		618		114	244	211	49
Total Active Inventory by Volume		179,897,739	100%	47.10M	48.16M	63.84M	20.79M
Median Active Inventory Listing Price		\$234,900		\$98,000	\$193,567	\$284,900	\$377,500

November 2019



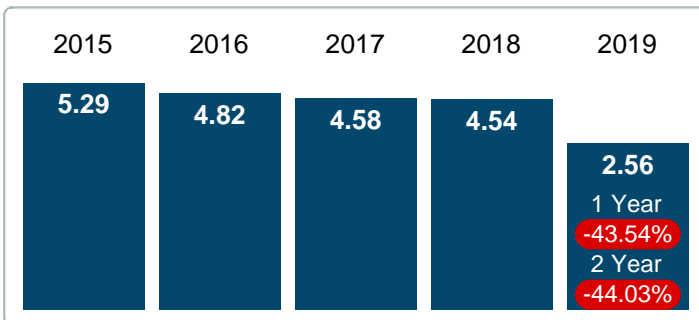
Area Delimited by School District Broken Arrow - Sch Dist (3)



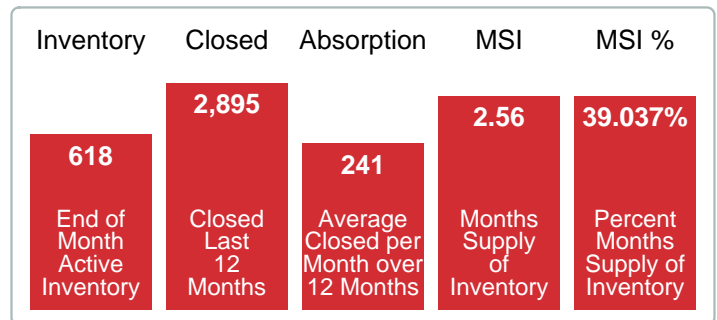
MONTHS SUPPLY of INVENTORY (MSI)

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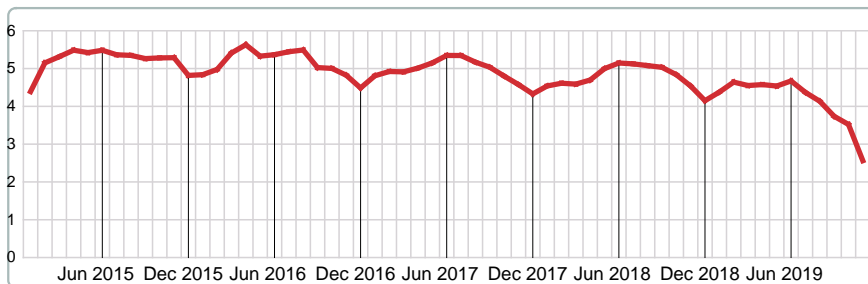
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

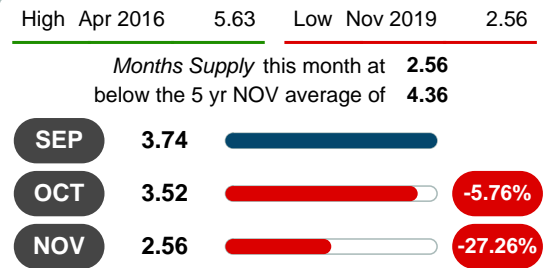


5 YEAR MARKET ACTIVITY TRENDS



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

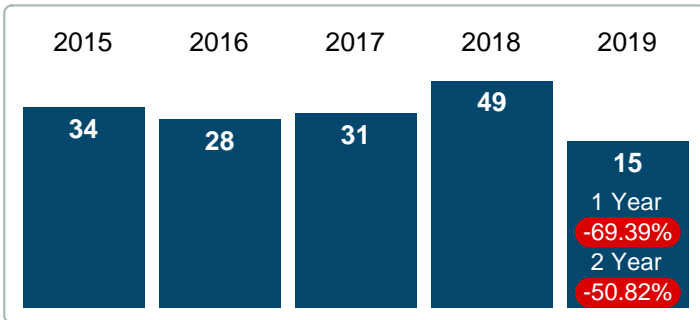
Area Delimited by School District Broken Arrow - Sch Dist (3)



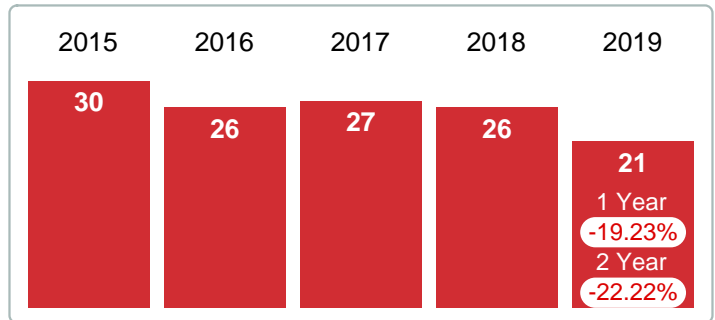
MEDIAN DAYS ON MARKET TO SALE

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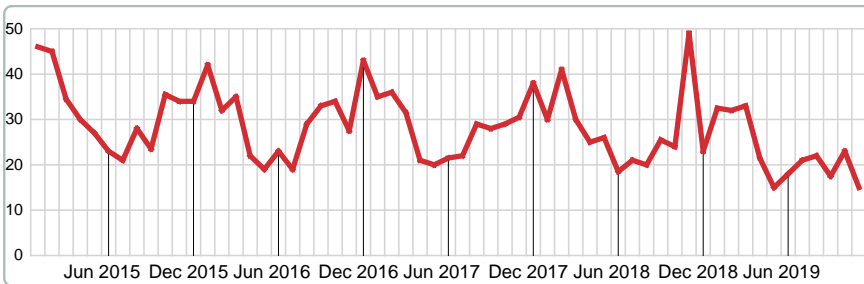
NOVEMBER



YEAR TO DATE (YTD)

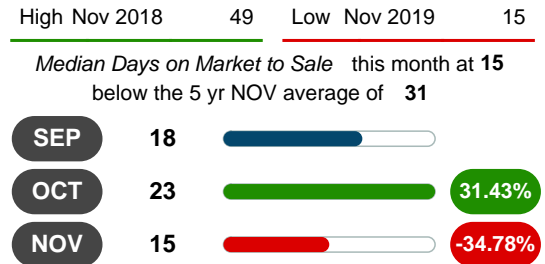


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31



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	9.52%	25	93	22	27	0
\$50,001 - \$125,000	9.09%	10	13	6	54	1
\$125,001 - \$150,000	9.52%	6	0	6	0	0
\$150,001 - \$200,000	33.77%	18	0	11	28	4
\$200,001 - \$250,000	14.72%	20	160	18	16	0
\$250,001 - \$300,000	9.96%	30	0	4	78	120
\$300,001 and up	13.42%	10	131	1	15	24
Median Closed DOM		15	17	10	24	24
Total Closed Units	100%	15.0	13	143	62	13
Total Closed Volume		44,305,720	1.94M	23.23M	14.77M	4.37M



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

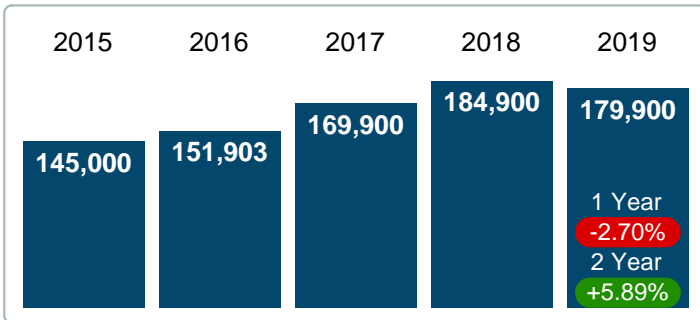


November 2019

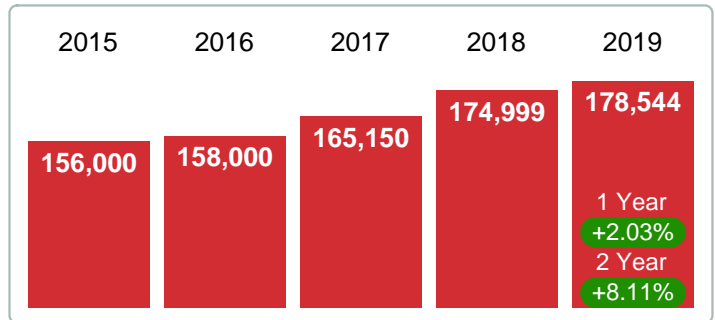
MEDIAN LIST PRICE AT CLOSING

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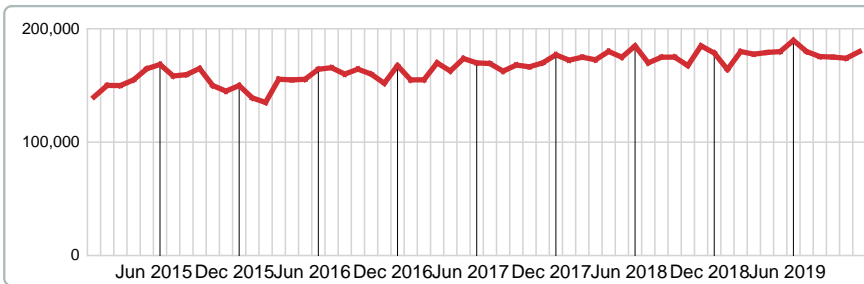
NOVEMBER



YEAR TO DATE (YTD)

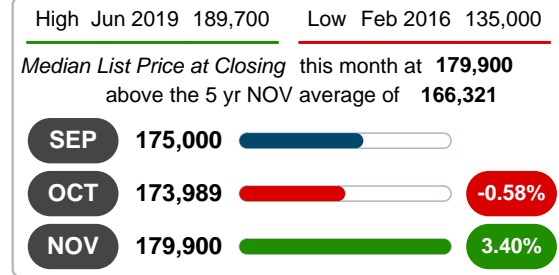


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 166,321



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	9.96%	1,395	12,850	1,395	1,623	0
\$50,001 - \$125,000	7.79%	109,950	79,900	115,000	117,000	0
\$125,001 - \$150,000	11.26%	139,900	133,000	140,000	0	135,000
\$150,001 - \$200,000	32.47%	172,174	0	169,518	183,709	158,000
\$200,001 - \$250,000	14.29%	225,000	215,312	225,263	219,900	0
\$250,001 - \$300,000	10.39%	266,894	254,152	278,197	262,000	272,450
\$300,001 and up	13.85%	369,500	426,500	318,739	369,000	373,626
Median List Price		179,900	109,900	165,000	222,450	325,000
Total Closed Units	100%	179,900	13	143	62	13
Total Closed Volume		44,694,243	2.03M	23.38M	14.84M	4.44M



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

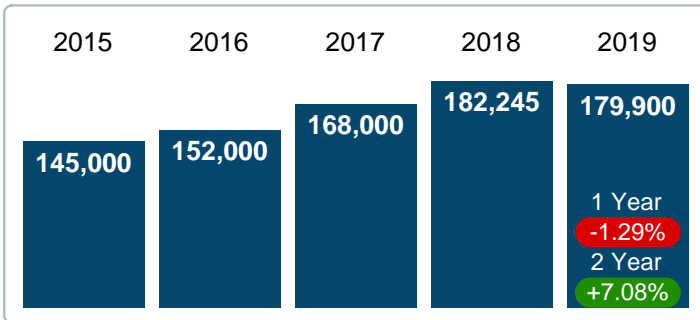


November 2019

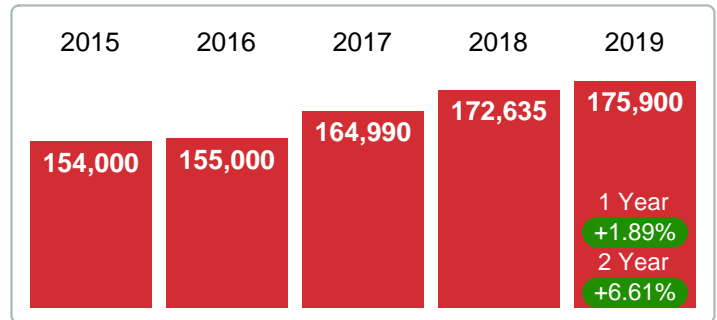
MEDIAN SOLD PRICE AT CLOSING

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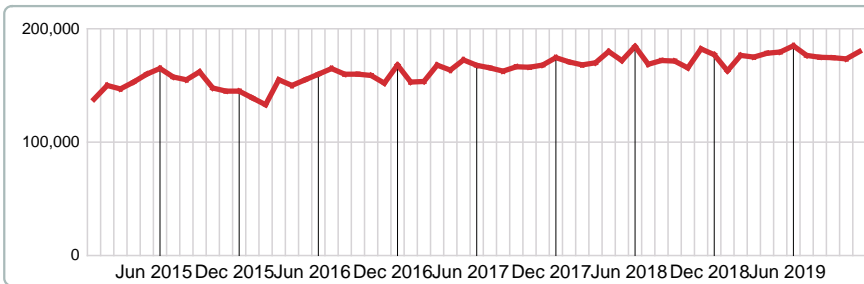
NOVEMBER



YEAR TO DATE (YTD)

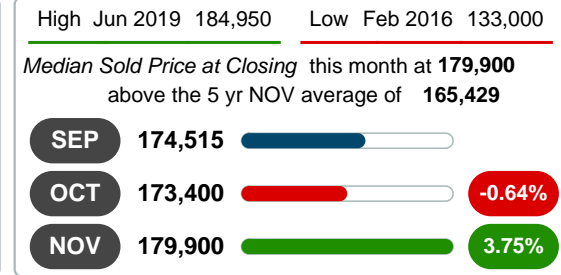


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 165,429



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	9.52%	1,373	10,850	1,348	1,623	0
\$50,001 - \$125,000	9.09%	108,888	86,000	109,500	116,944	111,750
\$125,001 - \$150,000	9.52%	139,950	0	139,950	0	0
\$150,001 - \$200,000	33.77%	170,500	0	167,250	184,247	161,000
\$200,001 - \$250,000	14.72%	221,895	222,390	221,400	220,000	0
\$250,001 - \$300,000	9.96%	274,900	0	279,049	263,000	265,500
\$300,001 and up	13.42%	370,000	410,000	307,478	360,000	373,626
Median Sold Price		179,900	108,000	164,500	219,500	318,000
Total Closed Units	100%	231	13	143	62	13
Total Closed Volume		44,305,720	1.94M	23.23M	14.77M	4.37M

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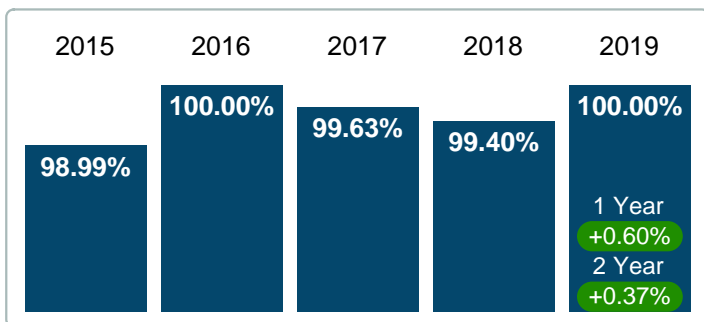
Area Delimited by School District Broken Arrow - Sch Dist (3)



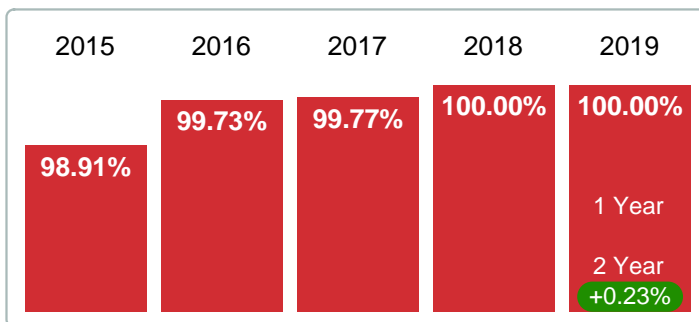
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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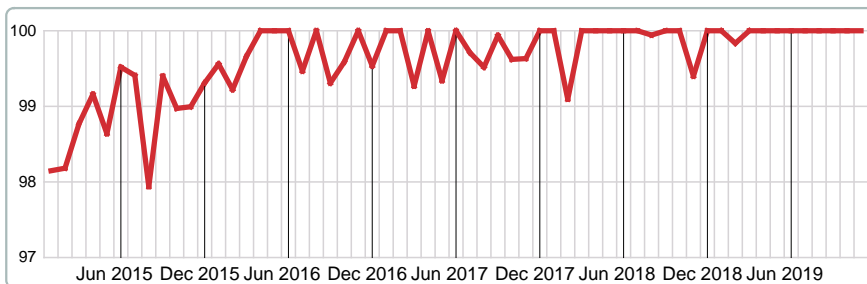
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

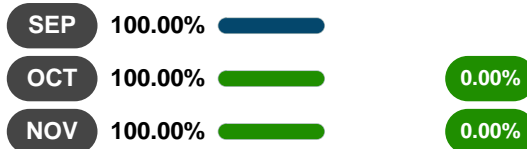


3 MONTHS

5 year NOV AVG = 99.61%

High Nov 2019 100.00% Low Aug 2015 97.94%

Median Sold/List Ratio this month at 100.00% equal to 5 yr NOV average of 99.61%



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	22	9.52%	100.00%	92.00%	100.00%	100.00%	0.00%
\$50,001 - \$125,000	21	9.09%	99.55%	93.98%	100.00%	99.84%	82.78%
\$125,001 - \$150,000	22	9.52%	100.00%	0.00%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	78	33.77%	100.00%	0.00%	100.00%	99.54%	101.90%
\$200,001 - \$250,000	34	14.72%	100.00%	95.40%	100.00%	99.59%	0.00%
\$250,001 - \$300,000	23	9.96%	100.00%	0.00%	100.00%	100.00%	97.50%
\$300,001 and up	31	13.42%	100.00%	96.24%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		95.09%	100.00%	100.00%	98.50%
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



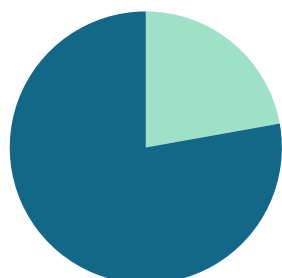
Area Delimited by School District Broken Arrow - Sch Dist (3)



MARKET SUMMARY

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

INVENTORY

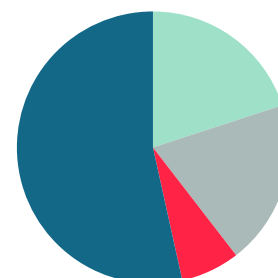


Inventory
 New Listings
240 = 22.18%
 Start Inventory
842
 Total Inventory Units
1,082
 Volume
\$279,034,770

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%
Median List Price	184,900	179,900	-2.70%	174,999	178,544	2.03%
Median Sale Price	182,245	179,900	-1.29%	172,635	175,900	1.89%
Median Percent of Selling Price to List Price	99.40%	100.00%	0.60%	100.00%	100.00%	0.00%
Median Days on Market to Sale	49.00	15.00	-69.39%	26.00	21.00	-19.23%
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

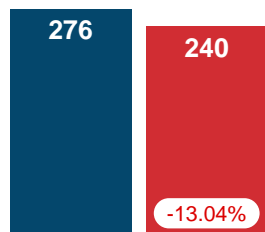
Inventory on November 30, 2019 = **618**

2018 **2019**

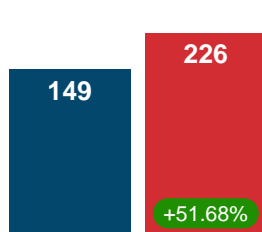
NOVEMBER MARKET

MEDIAN PRICES

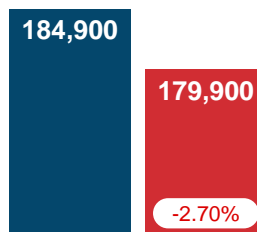
New Listings



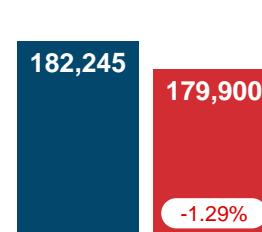
Pending Listings



List Price



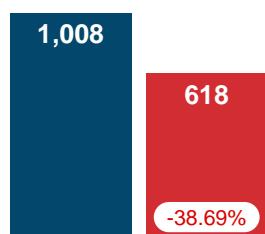
Sale Price



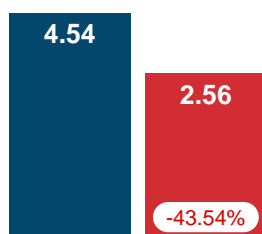
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

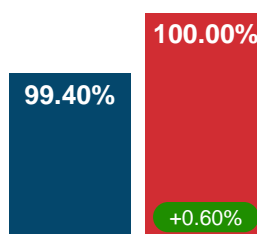
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

