

# November 2019



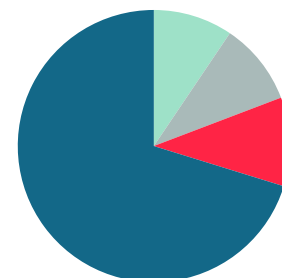
Area Delimited by School District Jenks - Sch Dist (5)



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	86	84	-2.33%
Pending Listings	78	87	11.54%
New Listings	135	133	-1.48%
Average List Price	262,120	248,718	-5.11%
Average Sale Price	255,849	243,683	-4.76%
Average Percent of Selling Price to List Price	98.22%	98.17%	-0.05%
Average Days on Market to Sale	53.86	32.58	-39.50%
End of Month Inventory	621	625	0.64%
Months Supply of Inventory	5.35	5.58	4.47%



■ Closed (9.44%)  
■ Pending (9.78%)  
■ Other OffMarket (10.56%)  
■ Active (70.22%)

**Absorption:** Last 12 months, an Average of **112** Sales/Month  
**Active Inventory** as of November 30, 2019 = **625**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2019 rose **0.64%** to 625 existing homes available for sale. Over the last 12 months this area has had an average of 112 closed sales per month. This represents an unsold inventory index of **5.58** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.76%** in November 2019 to \$243,683 versus the previous year at \$255,849.

#### Average Days on Market Shortens

The average number of **32.58** days that homes spent on the market before selling decreased by 21.28 days or **39.50%** in November 2019 compared to last year's same month at **53.86** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 133 New Listings in November 2019, down **1.48%** from last year at 135. Furthermore, there were 84 Closed Listings this month versus last year at 86, a **-2.33%** decrease.

Closed versus Listed trends yielded a **63.2%** ratio, down from previous year's, November 2018, at **63.7%**, a **0.86%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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

# November 2019



Area Delimited by School District Jenks - Sch Dist (5)

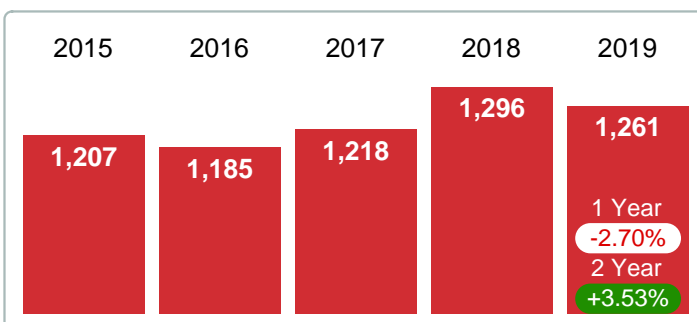
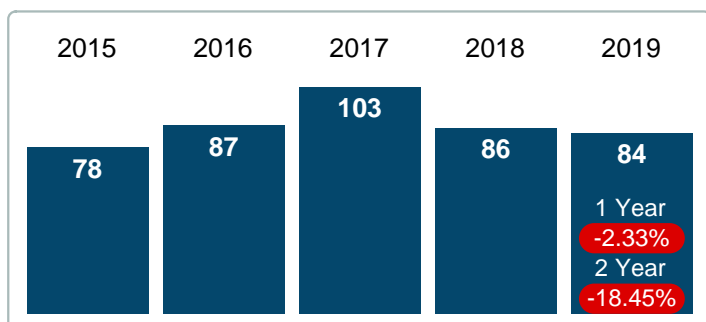


## CLOSED LISTINGS

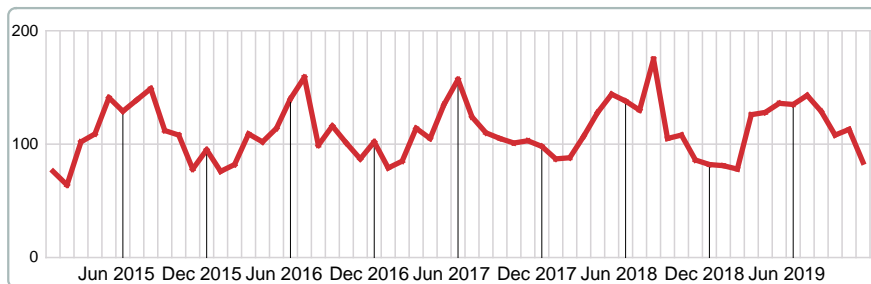
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### NOVEMBER

### YEAR TO DATE (YTD)

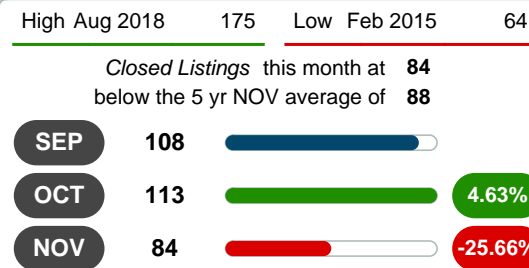


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	16	19.05%	40.8	6	8	1	1
\$75,001-\$175,000	13	15.48%	8.5	1	12	0	0
\$175,001-\$275,000	22	26.19%	29.0	0	11	11	0
\$275,001-\$375,000	12	14.29%	36.9	0	3	9	0
\$375,001-\$425,000	11	13.10%	15.1	0	2	6	3
\$425,001 and up	10	11.90%	72.8	0	0	5	5
<b>Total Closed Units</b>	<b>84</b>			<b>7</b>	<b>36</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>20,469,402</b>	<b>100%</b>	<b>32.6</b>	<b>291.04K</b>	<b>5.83M</b>	<b>9.83M</b>	<b>4.52M</b>
<b>Average Closed Price</b>	<b>\$243,683</b>			<b>\$41,577</b>	<b>\$161,906</b>	<b>\$307,256</b>	<b>\$501,952</b>



# November 2019

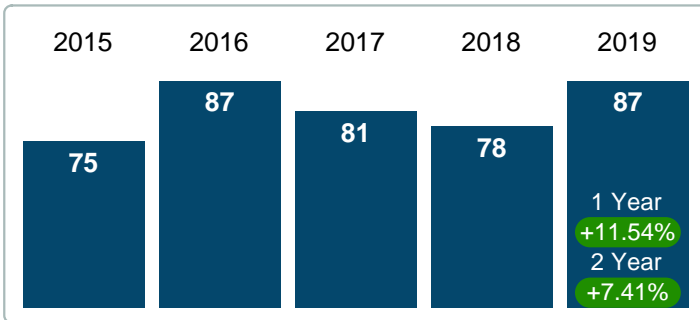
Area Delimited by School District Jenks - Sch Dist (5)



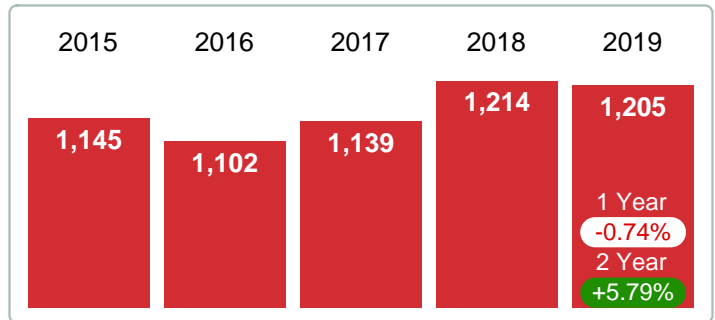
## PENDING LISTINGS

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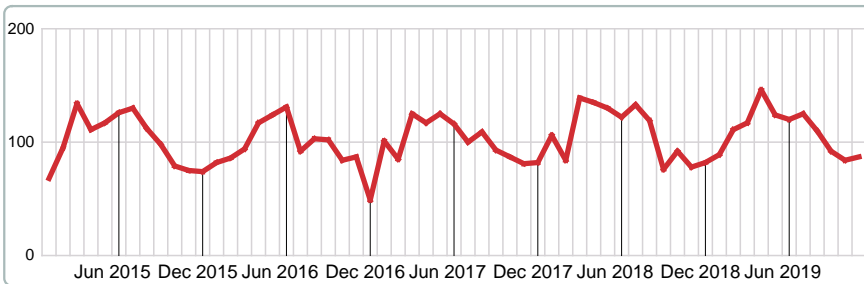
### NOVEMBER



### YEAR TO DATE (YTD)

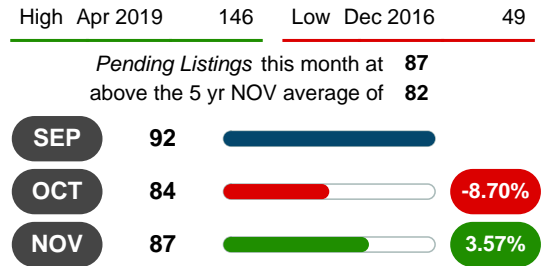


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 82



### 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	8	9.20%	35.0	5	2	1	0
\$125,001 - \$175,000	12	13.79%	36.8	1	9	2	0
\$175,001 - \$200,000	7	8.05%	40.4	0	6	1	0
\$200,001 - \$300,000	27	31.03%	28.5	0	11	11	5
\$300,001 - \$375,000	9	10.34%	69.2	0	4	5	0
\$375,001 - \$450,000	15	17.24%	27.8	0	1	10	4
\$450,001 and up	9	10.34%	69.4	1	1	3	4
<b>Total Pending Units</b>	<b>87</b>			<b>7</b>	<b>34</b>	<b>33</b>	<b>13</b>
<b>Total Pending Volume</b>	<b>36,748,600</b>	<b>100%</b>	<b>10.3</b>	<b>13.34M</b>	<b>7.48M</b>	<b>10.77M</b>	<b>5.15M</b>
<b>Average Listing Price</b>	<b>\$268,098</b>			<b>\$1,906,043</b>	<b>\$219,975</b>	<b>\$326,431</b>	<b>\$396,534</b>

# November 2019



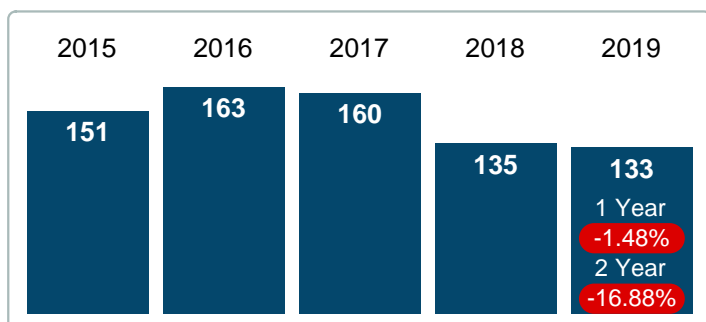
Area Delimited by School District Jenks - Sch Dist (5)



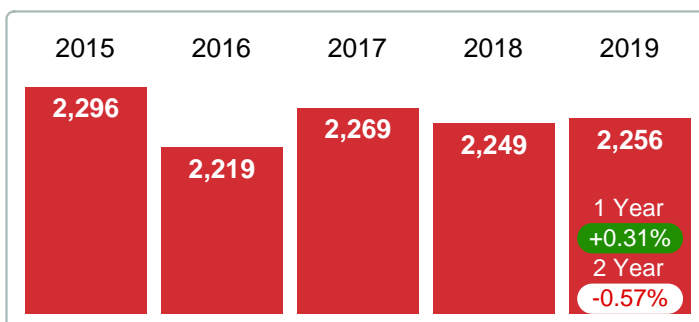
## NEW LISTINGS

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

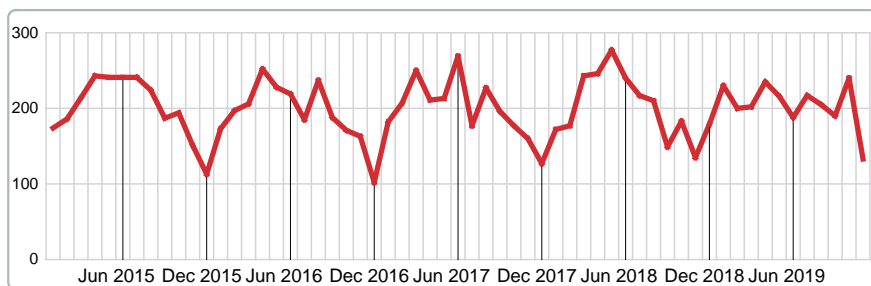
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 148

High May 2018 277 Low Dec 2016 102

New Listings this month at 133  
below the 5 yr NOV average of 148



### 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-\$175,000	30	22.56%	9	19	2	0
\$175,001-\$225,000	20	15.04%	1	10	8	1
\$225,001-\$375,000	33	24.81%	0	13	16	4
\$375,001-\$500,000	20	15.04%	0	3	12	5
\$500,001-\$650,000	17	12.78%	0	3	11	3
\$650,001 and up	13	9.77%	2	0	4	7
<b>Total New Listed Units</b>	<b>133</b>		<b>12</b>	<b>48</b>	<b>53</b>	<b>20</b>
<b>Total New Listed Volume</b>	<b>64,321,417</b>	<b>100%</b>	<b>14.38M</b>	<b>10.30M</b>	<b>24.20M</b>	<b>15.44M</b>
<b>Average New Listed Listing Price</b>	<b>\$286,787</b>		<b>\$1,198,441</b>	<b>\$214,542</b>	<b>\$456,679</b>	<b>\$771,907</b>



# November 2019

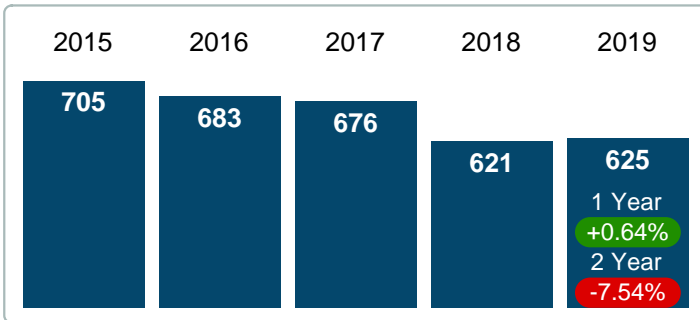
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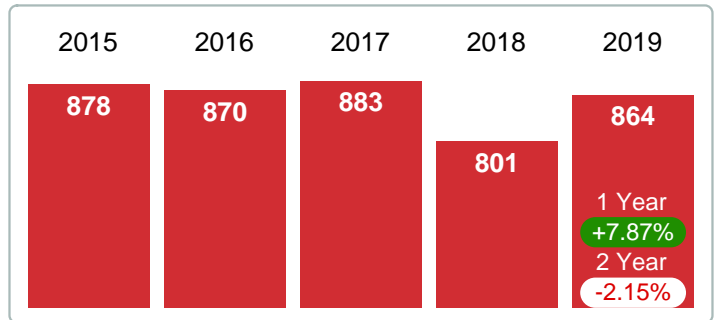
## ACTIVE INVENTORY

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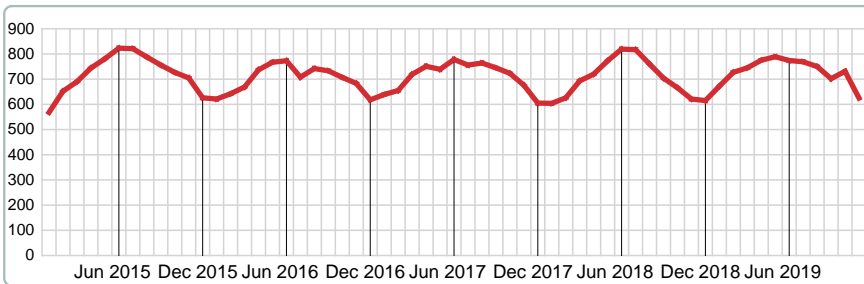
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

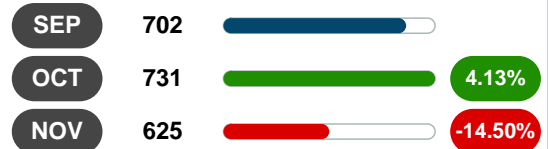


### 3 MONTHS

5 year NOV AVG = 662

High Jun 2015 823 Low Jan 2015 568

Inventory this month at **625**  
below the 5 yr NOV average of **662**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	60	9.60%	77.8	38	13	8	1
\$100,001 - \$150,000	78	12.48%	74.5	68	10	0	0
\$150,001 - \$225,000	79	12.64%	69.2	15	45	18	1
\$225,001 - \$375,000	164	26.24%	91.2	18	43	90	13
\$375,001 - \$525,000	104	16.64%	81.8	6	16	64	18
\$525,001 - \$800,000	77	12.32%	103.2	13	5	33	26
\$800,001 and up	63	10.08%	120.9	18	2	13	30
Total Active Inventory by Units			625	176	134	226	89
Total Active Inventory by Volume			260,919,894	60.24M	35.91M	97.71M	67.06M
Average Active Inventory Listing Price			\$417,472	\$342,258	\$268,010	\$432,363	\$753,427

# November 2019



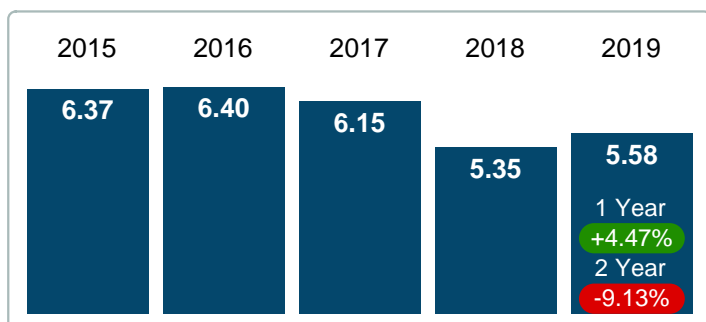
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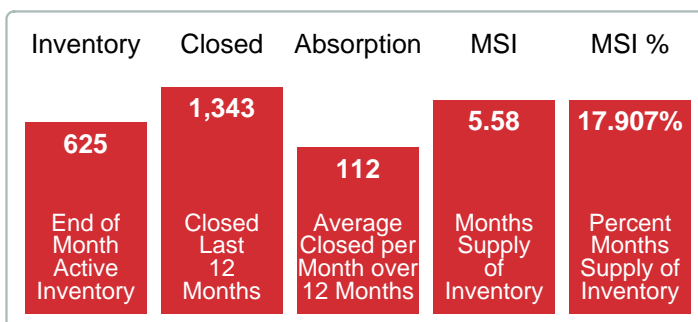
## MONTHS SUPPLY of INVENTORY (MSI)

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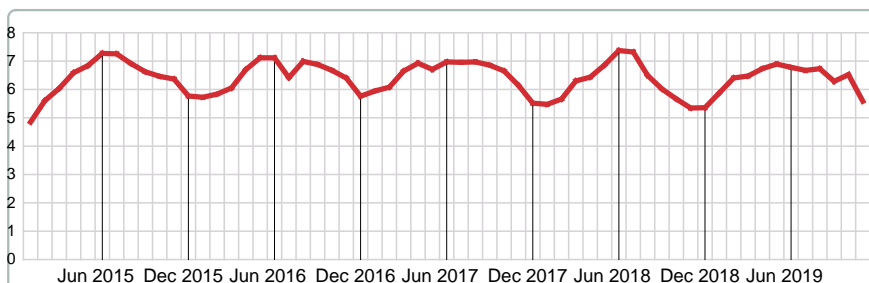
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

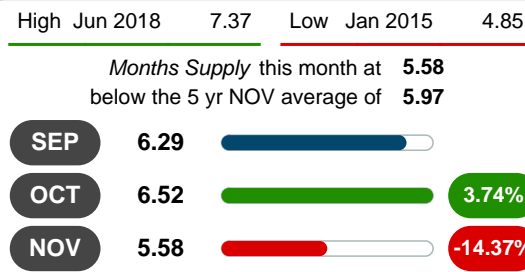


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 5.97



### 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
\$100,000 and less	60	9.60%	2.83	4.43	1.54	2.09	3.00
\$100,001 - \$150,000	78	12.48%	8.28	28.14	1.52	0.00	0.00
\$150,001 - \$225,000	79	12.64%	2.81	12.86	2.48	2.12	4.00
\$225,001 - \$375,000	164	26.24%	4.87	18.00	4.96	4.19	5.20
\$375,001 - \$525,000	104	16.64%	7.85	12.00	14.77	7.92	5.02
\$525,001 - \$800,000	77	12.32%	15.66	156.00	20.00	13.20	12.48
\$800,001 and up	63	10.08%	44.47	216.00	0.00	31.20	32.73
Market Supply of Inventory (MSI)			5.58	12.72	3.10	4.99	9.21
Total Active Inventory by Units		100%	5.58	176	134	226	89



# November 2019

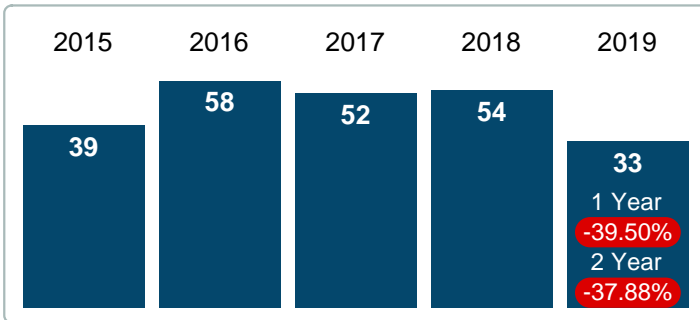
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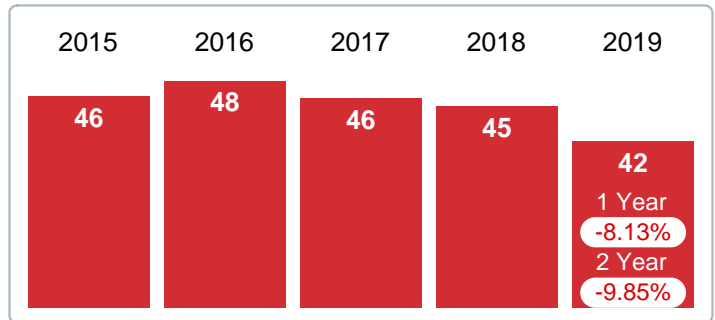
## AVERAGE DAYS ON MARKET TO SALE

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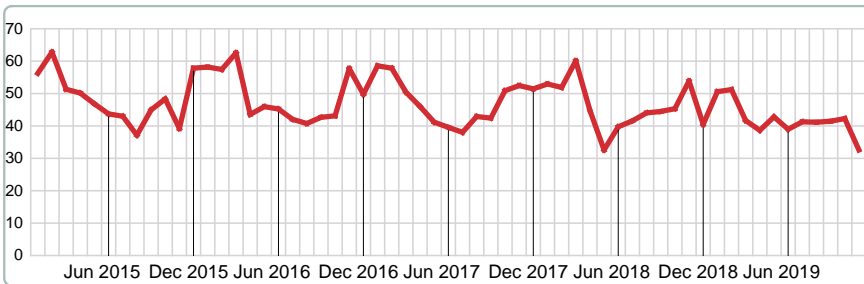
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

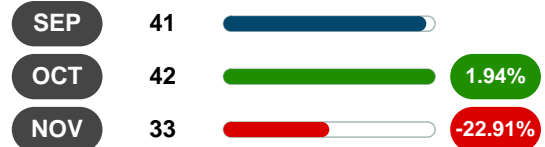


### 3 MONTHS

5 year NOV AVG = 47

High Feb 2015 63 Low Nov 2019 33

Average Days on Market to Sale this month at 33 below the 5 yr NOV average of 47



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	16	19.05%	41	33	42	24	93
\$75,001-\$175,000	13	15.48%	9	23	7	0	0
\$175,001-\$275,000	22	26.19%	29	0	26	32	0
\$275,001-\$375,000	12	14.29%	37	0	57	30	0
\$375,001-\$425,000	11	13.10%	15	0	26	18	2
\$425,001 and up	10	11.90%	73	0	0	86	60
Average Closed DOM			33	32	26	37	44
Total Closed Units		100%	33	7	36	32	9
Total Closed Volume			20,469,402	291.04K	5.83M	9.83M	4.52M



# November 2019

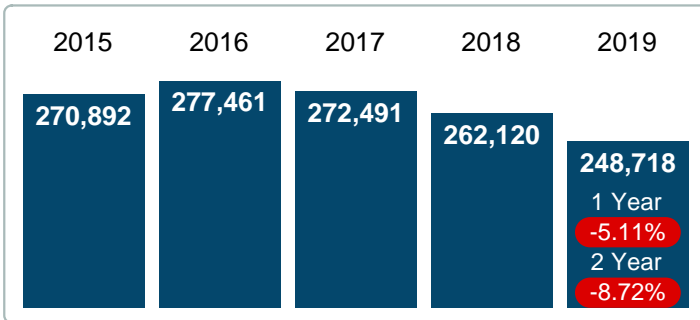
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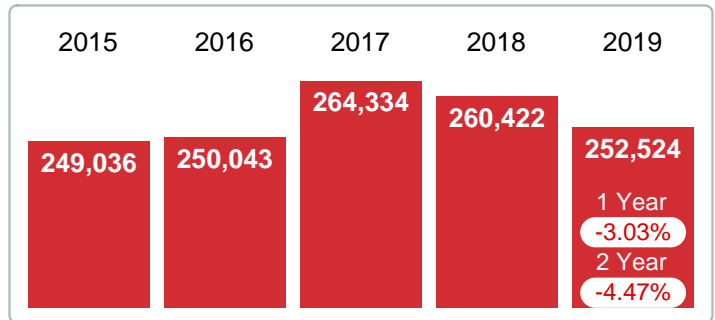
## AVERAGE LIST PRICE AT CLOSING

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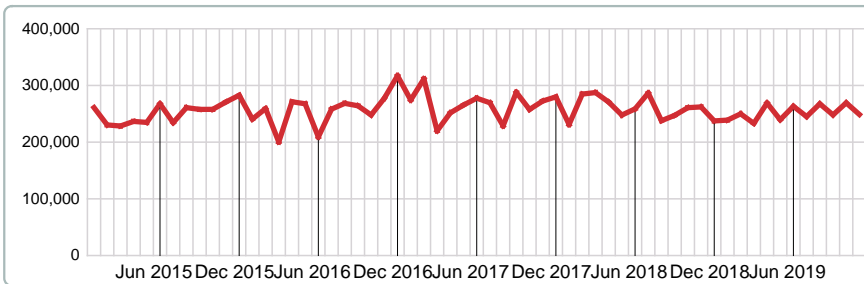
### NOVEMBER



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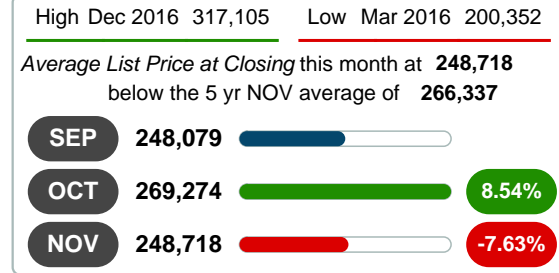


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 266,337



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	16	19.05%	16,390	41,000	1,319	1,695	4,000
\$75,001-\$175,000	12	14.29%	134,367	85,900	142,033	0	0
\$175,001-\$275,000	23	27.38%	223,078	0	217,454	232,809	0
\$275,001-\$375,000	14	16.67%	317,064	0	317,967	304,467	0
\$375,001-\$425,000	9	10.71%	397,781	0	391,475	390,072	400,483
\$425,001 and up	10	11.90%	586,792	0	0	477,705	695,879
<b>Average List Price</b>			<b>248,718</b>	<b>47,414</b>	<b>162,328</b>	<b>313,492</b>	<b>520,538</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>248,718</b>	<b>7</b>	<b>36</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>			<b>20,892,294</b>	<b>331.90K</b>	<b>5.84M</b>	<b>10.03M</b>	<b>4.68M</b>





# November 2019

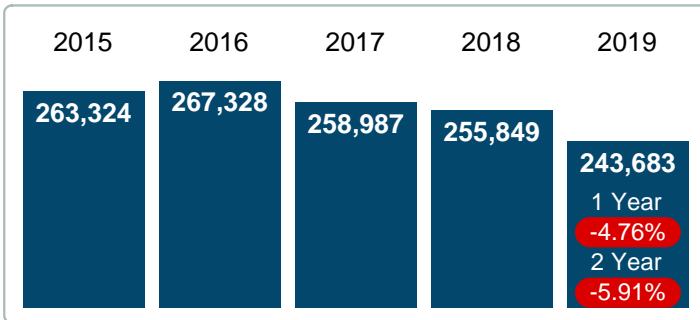
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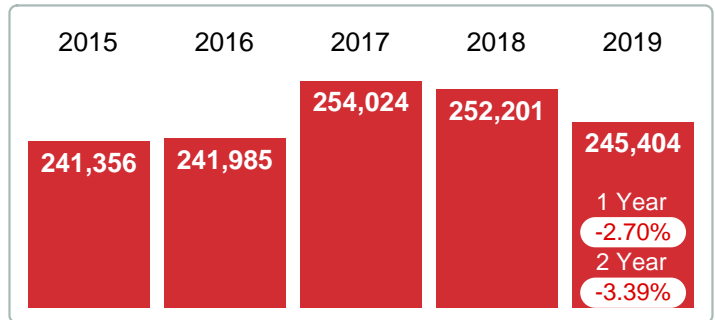
## AVERAGE SOLD PRICE AT CLOSING

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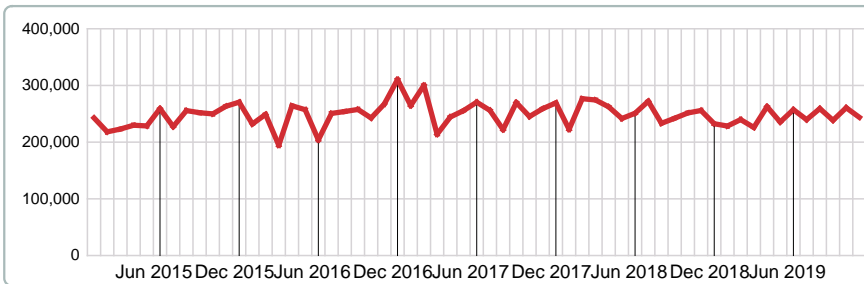
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

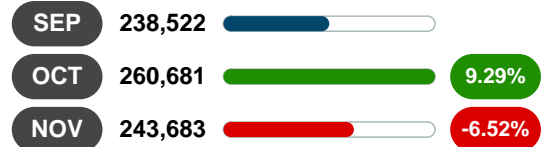


### 3 MONTHS

5 year NOV AVG = 257,834

High Dec 2016 310,355 Low Mar 2016 194,532

Average Sold Price at Closing this month at **243,683**  
 below the 5 yr NOV average of **257,834**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	16	19.05%	14,005	34,506	1,294	1,695	5,000
\$75,001-\$175,000	13	15.48%	137,185	84,000	141,617	0	0
\$175,001-\$275,000	22	26.19%	222,823	0	216,755	228,891	0
\$275,001-\$375,000	12	14.29%	304,000	0	314,167	300,611	0
\$375,001-\$425,000	11	13.10%	393,754	0	396,027	385,278	409,192
\$425,001 and up	10	11.90%	558,052	0	0	459,105	656,999
<b>Average Sold Price</b>			<b>243,683</b>	<b>41,577</b>	<b>161,906</b>	<b>307,256</b>	<b>501,952</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>243,683</b>	<b>7</b>	<b>36</b>	<b>32</b>	<b>9</b>
<b>Total Closed Volume</b>			<b>20,469,402</b>	<b>291.04K</b>	<b>5.83M</b>	<b>9.83M</b>	<b>4.52M</b>

# November 2019



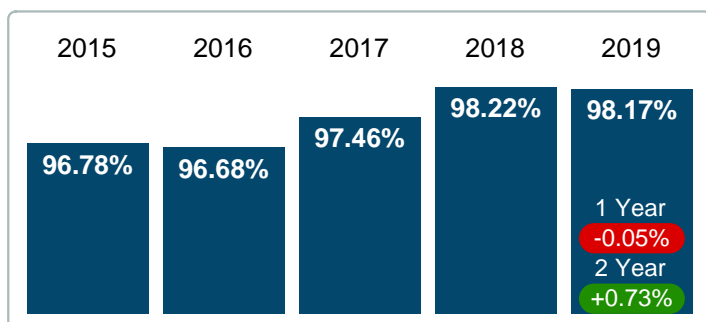
Area Delimited by School District Jenks - Sch Dist (5)



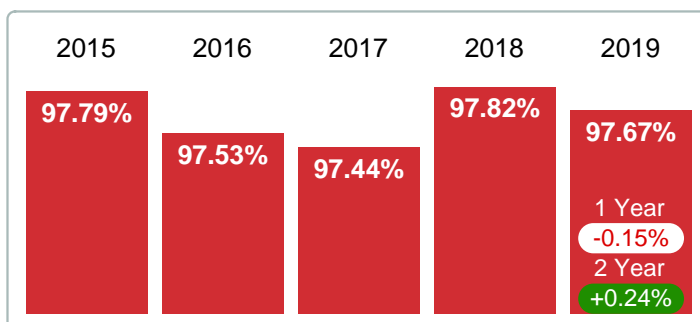
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

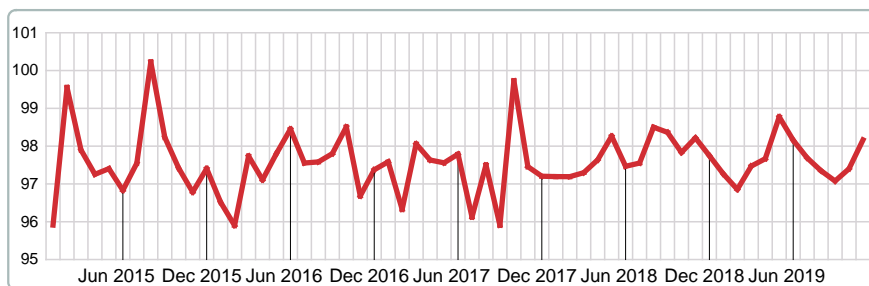
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

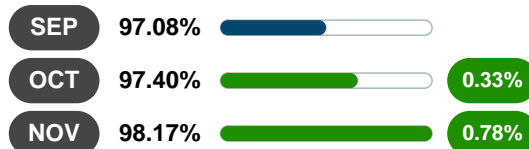


### 3 MONTHS

5 year NOV AVG = 97.46%

High Aug 2015 100.23% Low Feb 2016 95.90%

Average Sold/List Ratio this month at **98.17%**  
above the 5 yr NOV average of **97.46%**



## 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	16	19.05%	95.31%	85.24%	98.56%	100.00%	125.00%
\$75,001-\$175,000	13	15.48%	99.46%	97.79%	99.60%	0.00%	0.00%
\$175,001-\$275,000	22	26.19%	99.00%	0.00%	99.72%	98.28%	0.00%
\$275,001-\$375,000	12	14.29%	98.79%	0.00%	98.78%	98.80%	0.00%
\$375,001-\$425,000	11	13.10%	100.20%	0.00%	101.23%	98.80%	102.32%
\$425,001 and up	10	11.90%	96.23%	0.00%	0.00%	96.31%	96.15%
Average Sold/List Ratio		98.20%		87.03%	99.43%	98.27%	101.41%
Total Closed Units		84	100%	7	36	32	9
Total Closed Volume		20,469,402		291.04K	5.83M	9.83M	4.52M

# November 2019



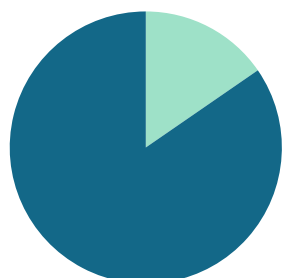
Area Delimited by School District Jenks - Sch Dist (5)



## MARKET SUMMARY

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

### INVENTORY

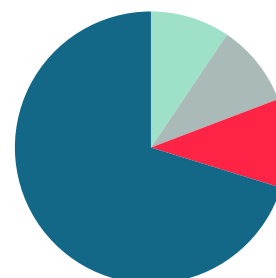


**Inventory**  
 New Listings  
**133 = 15.39%**  
 Start Inventory  
**731**  
 Total Inventory Units  
**864**  
 Volume  
**\$355,014,889**

### Market Activity

Closed Sales  
**84 = 9.44%**  
 Pending Sales  
**87 = 9.78%**  
 Other Off Market  
**94 = 10.56%**  
 Active Inventory  
**625 = 70.22%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	86	84	-2.33%	1,296	1,261	-2.70%
Pending Sales	78	87	11.54%	1,214	1,205	-0.74%
New Listings	135	133	-1.48%	2,249	2,256	0.31%
Average List Price	262,120	248,718	-5.11%	260,422	252,524	-3.03%
Average Sale Price	255,849	243,683	-4.76%	252,201	245,404	-2.70%
Average Percent of Selling Price to List Price	98.22%	98.17%	-0.05%	97.82%	97.67%	-0.15%
Average Days on Market to Sale	53.86	32.58	-39.50%	45.38	41.69	-8.13%
Monthly Inventory	621	625	0.64%	621	625	0.64%
Months Supply of Inventory	5.35	5.58	4.47%	5.35	5.58	4.47%

**Absorption:** Last 12 months, an Average of 112 Sales/Month

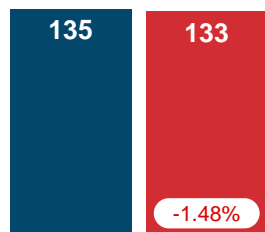
**Inventory** on November 30, 2019 = 625

2018 2019

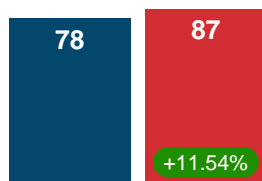
### NOVEMBER MARKET

### AVERAGE PRICES

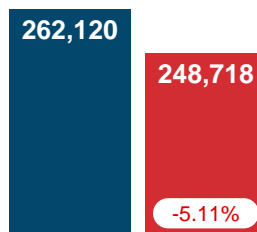
#### New Listings



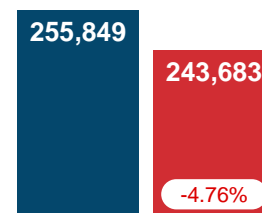
#### Pending Listings



#### List Price



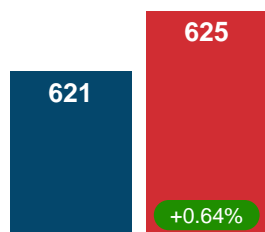
#### Sale Price



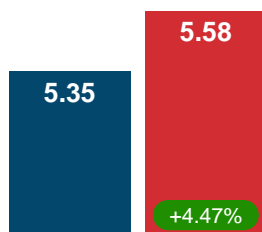
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

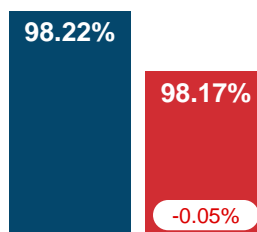
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

