

November 2019



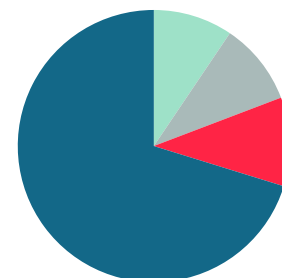
Area Delimited by School District Jenks - Sch Dist (5)



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%
Median List Price	232,450	229,950	-1.08%
Median Sale Price	229,950	230,000	0.02%
Median Percent of Selling Price to List Price	98.79%	100.00%	1.22%
Median Days on Market to Sale	46.50	9.00	-80.65%
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.

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 **0.02%** in November 2019 to \$230,000 versus the previous year at \$229,950.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 37.50 days or **80.65%** in November 2019 compared to last year's same month at **46.50** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices going up 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.

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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 Jenks - Sch Dist (5)

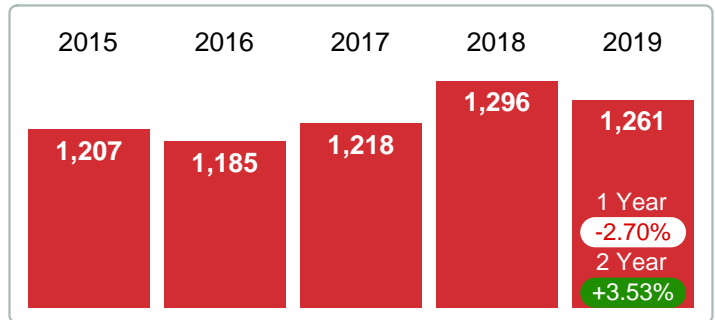
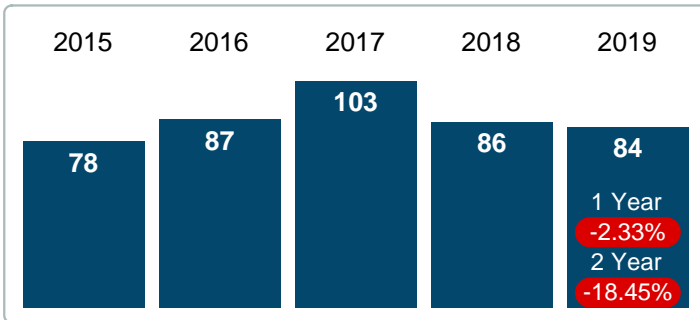


CLOSED LISTINGS

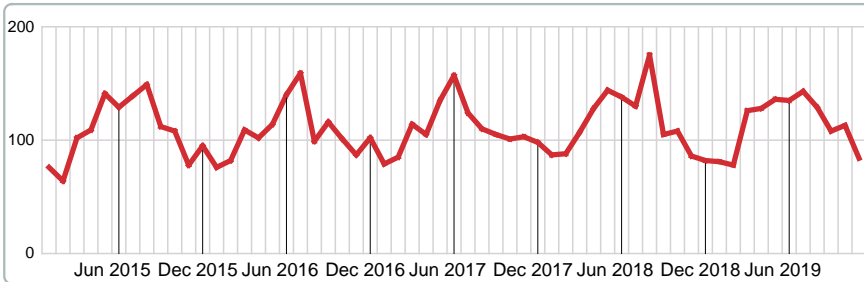
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NOVEMBER

YEAR TO DATE (YTD)

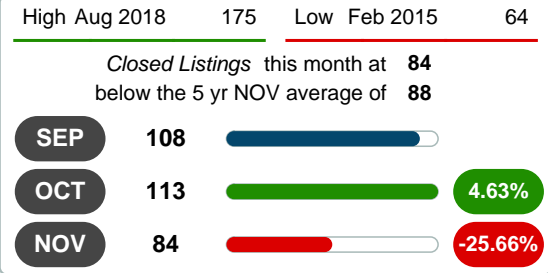


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 88



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.0	6	8	1	1
\$75,001-\$175,000	13	15.48%	2.0	1	12	0	0
\$175,001-\$275,000	22	26.19%	11.0	0	11	11	0
\$275,001-\$375,000	12	14.29%	8.0	0	3	9	0
\$375,001-\$425,000	11	13.10%	1.0	0	2	6	3
\$425,001 and up	10	11.90%	62.5	0	0	5	5
Total Closed Units	84			7	36	32	9
Total Closed Volume	20,469,402	100%	9.0	291.04K	5.83M	9.83M	4.52M
Median Closed Price	\$230,000			\$33,000	\$168,800	\$288,000	\$455,495



November 2019

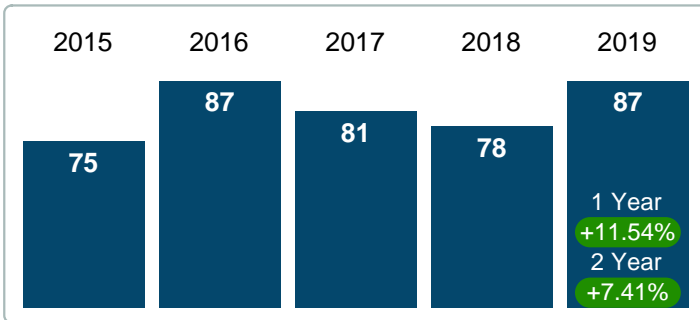
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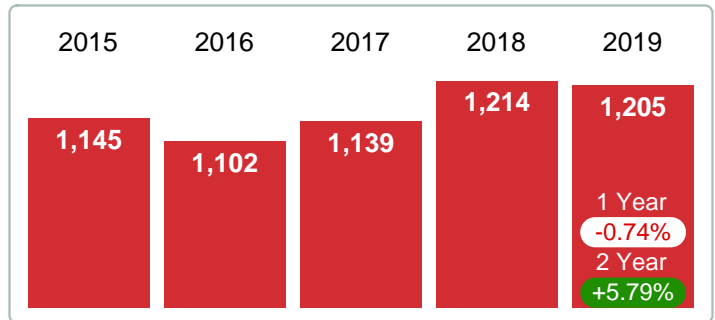
PENDING LISTINGS

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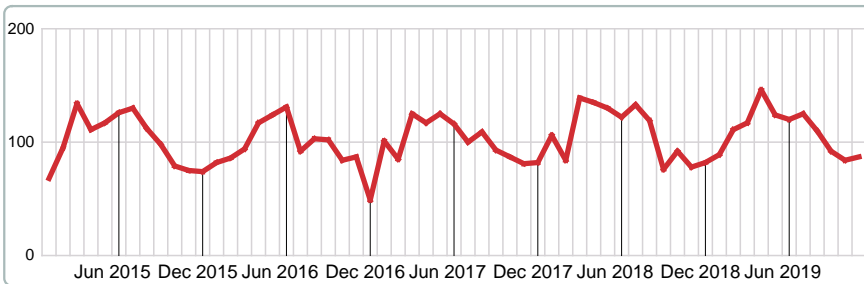
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 82

High Apr 2019 146 Low Dec 2016 49

Pending Listings this month at **87**
above the 5 yr NOV average of **82**



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	8	9.20%	30.0	5	2	1	0
\$125,001 - \$175,000	12	13.79%	39.0	1	9	2	0
\$175,001 - \$200,000	7	8.05%	31.0	0	6	1	0
\$200,001 - \$300,000	27	31.03%	11.0	0	11	11	5
\$300,001 - \$375,000	9	10.34%	62.0	0	4	5	0
\$375,001 - \$450,000	15	17.24%	12.0	0	1	10	4
\$450,001 and up	9	10.34%	55.0	1	1	3	4
Total Pending Units	87			7	34	33	13
Total Pending Volume	36,748,600	100%	30.0	13.34M	7.48M	10.77M	5.15M
Median Listing Price	\$250,000			\$87,500	\$200,000	\$312,500	\$400,000

November 2019



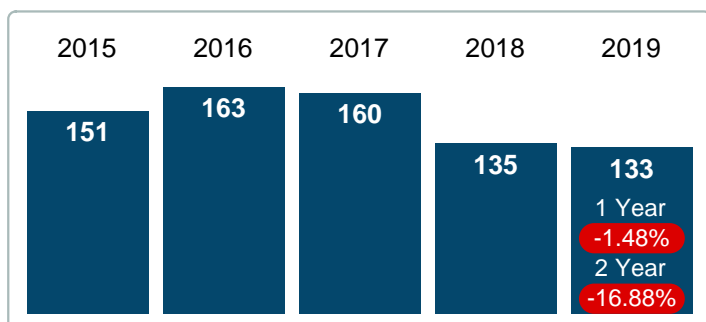
Area Delimited by School District Jenks - Sch Dist (5)



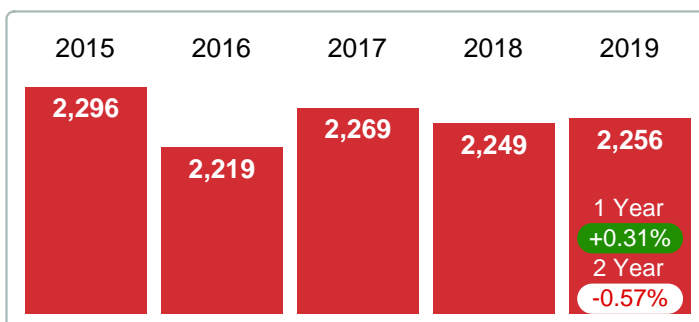
NEW LISTINGS

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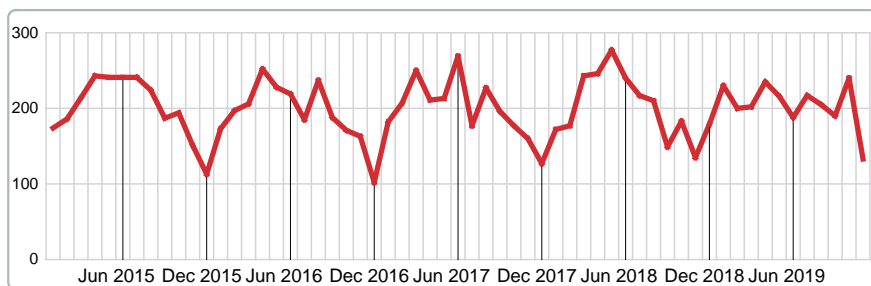
NOVEMBER



YEAR TO DATE (YTD)

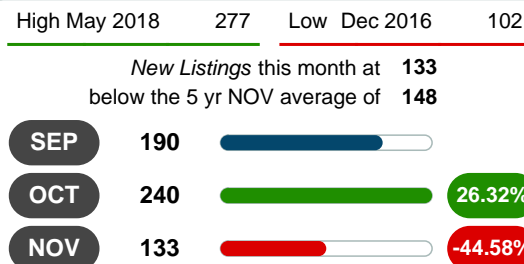


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 148



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 - \$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
Total New Listed Units	133		12	48	53	20
Total New Listed Volume	64,321,417	100%	14.38M	10.30M	24.20M	15.44M
Median New Listed Listing Price	\$289,900		\$56,200	\$195,000	\$378,121	\$490,248



November 2019

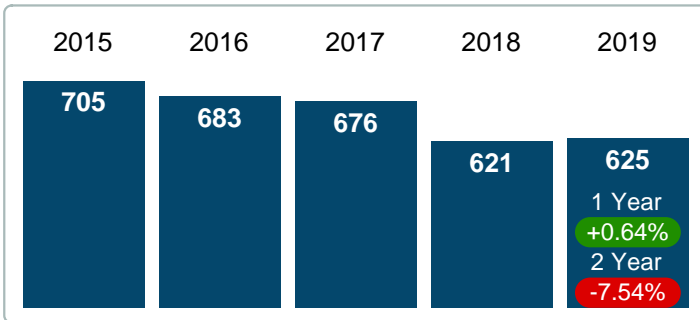
Area Delimited by School District Jenks - Sch Dist (5)



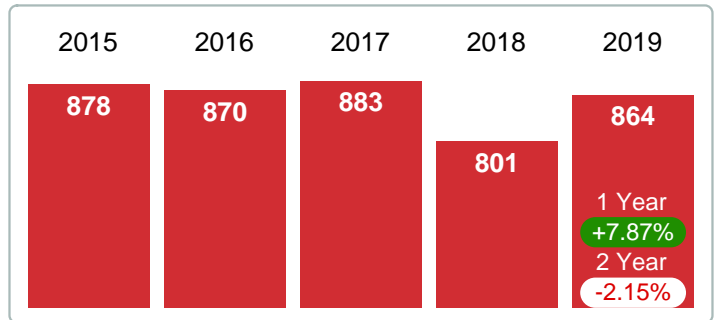
ACTIVE INVENTORY

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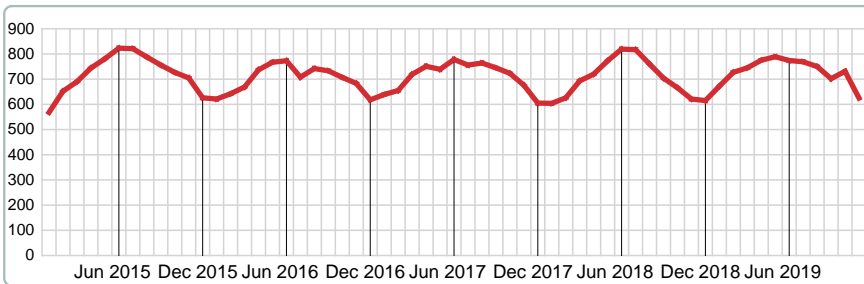
END OF NOVEMBER



ACTIVE DURING NOVEMBER

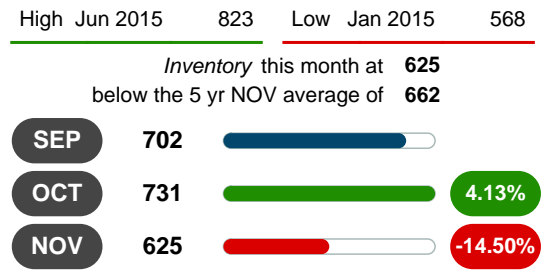


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 662



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	60	9.60%	62.0	38	13	8	1	
\$100,001 - \$150,000	78	12.48%	59.0	68	10	0	0	
\$150,001 - \$225,000	79	12.64%	59.0	15	45	18	1	
\$225,001 - \$375,000	164	26.24%	76.5	18	43	90	13	
\$375,001 - \$525,000	104	16.64%	76.5	6	16	64	18	
\$525,001 - \$800,000	77	12.32%	88.0	13	5	33	26	
\$800,001 and up	63	10.08%	82.0	18	2	13	30	
Total Active Inventory by Units		625		176	134	226	89	
Total Active Inventory by Volume		260,919,894	100%	70.0	60.24M	35.91M	97.71M	67.06M
Median Active Inventory Listing Price		\$329,900			\$140,000	\$225,000	\$375,000	\$635,000

November 2019



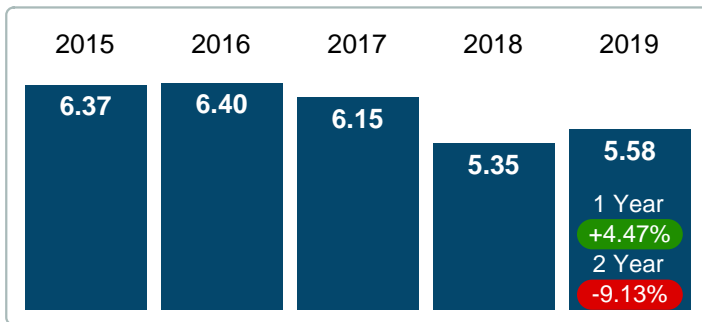
Area Delimited by School District Jenks - Sch Dist (5)



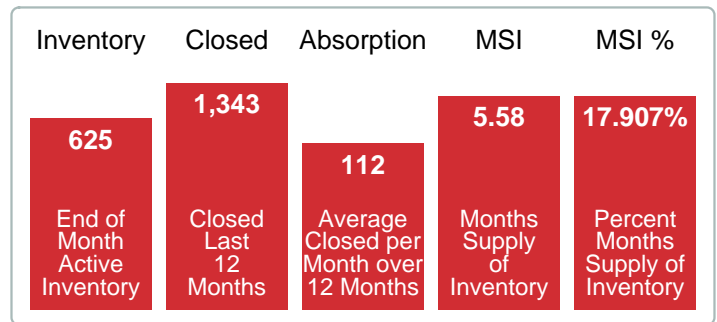
MONTHS SUPPLY of INVENTORY (MSI)

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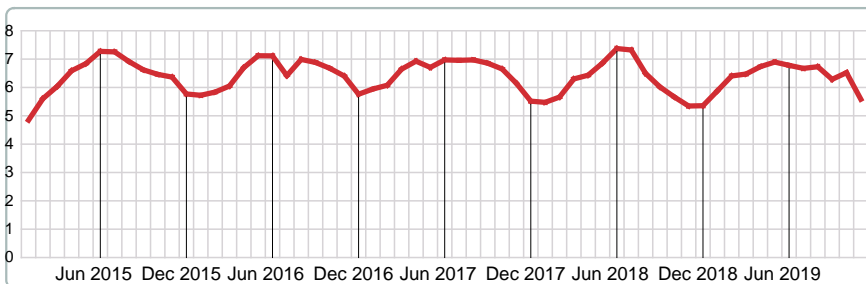
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

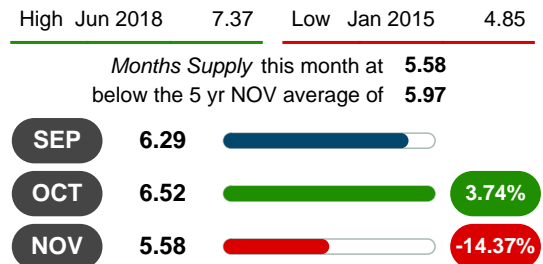


5 YEAR MARKET ACTIVITY TRENDS



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

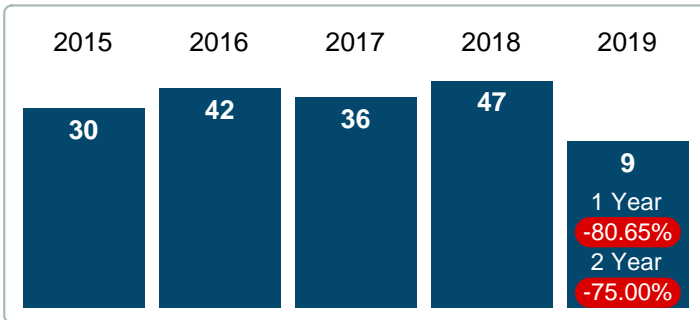
Area Delimited by School District Jenks - Sch Dist (5)



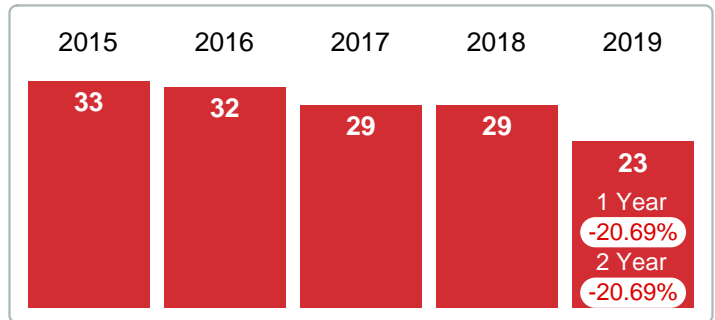
MEDIAN DAYS ON MARKET TO SALE

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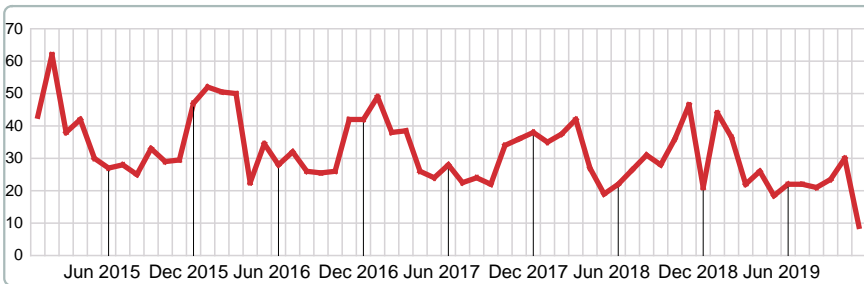
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

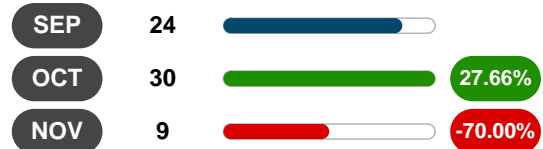


3 MONTHS

5 year NOV AVG = 33

High Feb 2015 62 Low Nov 2019 9

Median Days on Market to Sale this month at 9 below the 5 yr NOV average of 33



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
\$0 and less	0	0.00%	82	0	0	0	0
\$1-\$75,000	16	19.05%	25	10	27	24	93
\$75,001-\$175,000	13	15.48%	2	23	2	0	0
\$175,001-\$275,000	22	26.19%	11	0	7	14	0
\$275,001-\$375,000	12	14.29%	8	0	7	8	0
\$375,001-\$425,000	11	13.10%	1	0	26	1	1
\$425,001 and up	10	11.90%	63	0	0	96	11
Median Closed DOM	9		9.0	17	7	12	3
Total Closed Units	84	100%	9.0	7	36	32	9
Total Closed Volume	20,469,402			291.04K	5.83M	9.83M	4.52M



November 2019

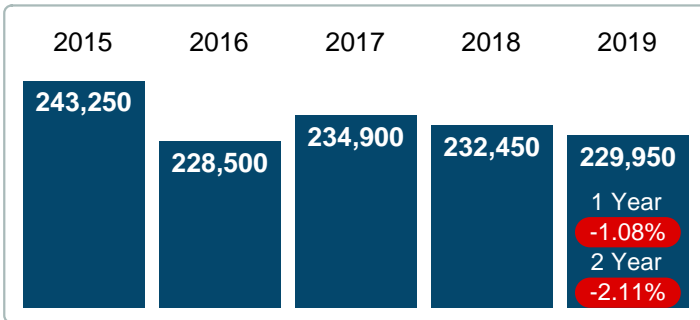
Area Delimited by School District Jenks - Sch Dist (5)



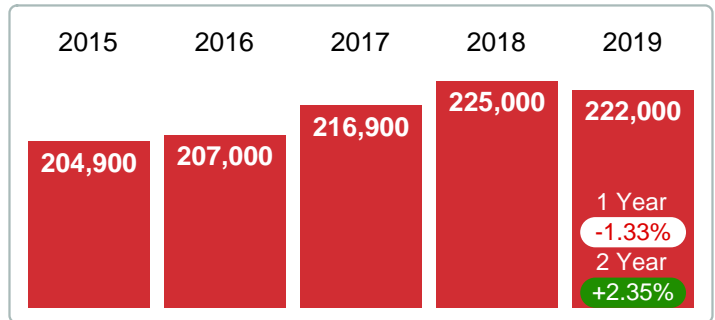
MEDIAN LIST PRICE AT CLOSING

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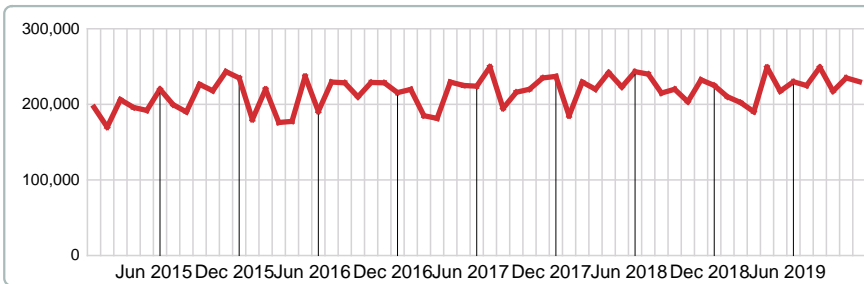
NOVEMBER



YEAR TO DATE (YTD)

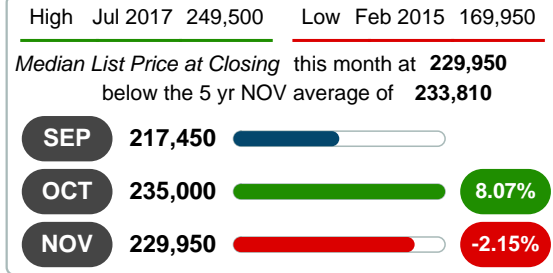


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 233,810



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
\$0 and less	0	0.00%	63	0	0	0	0
\$1-\$75,000	16	19.05%	1,695	35,750	1,323	1,695	4,000
\$75,001-\$175,000	12	14.29%	146,500	85,900	147,000	0	0
\$175,001-\$275,000	23	27.38%	224,900	0	210,700	230,000	0
\$275,001-\$375,000	14	16.67%	308,750	0	327,450	289,000	374,900
\$375,001-\$425,000	9	10.71%	398,900	0	413,049	390,980	413,275
\$425,001 and up	10	11.90%	516,500	0	0	475,000	674,900
Median List Price			229,950	36,500	169,950	287,000	455,495
Total Closed Units		100%	229,950	7	36	32	9
Total Closed Volume			20,892,294	331.90K	5.84M	10.03M	4.68M

November 2019



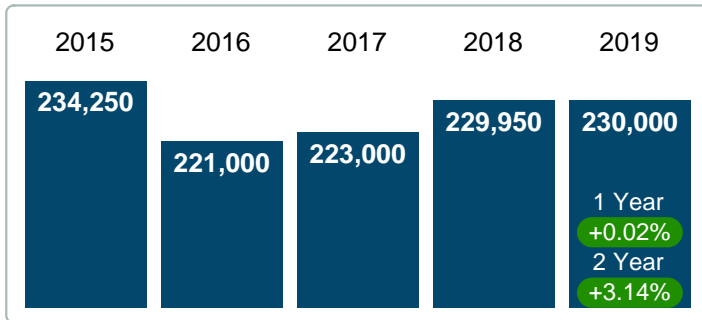
Area Delimited by School District Jenks - Sch Dist (5)



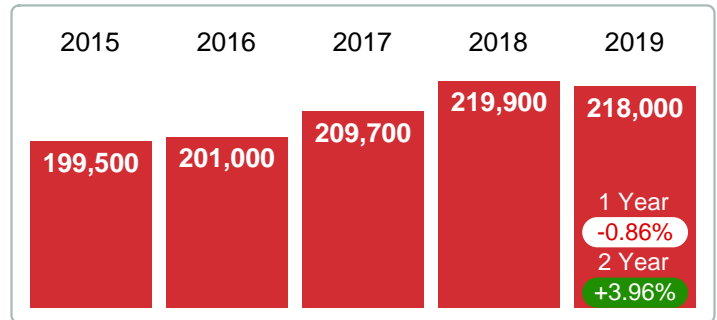
MEDIAN SOLD PRICE AT CLOSING

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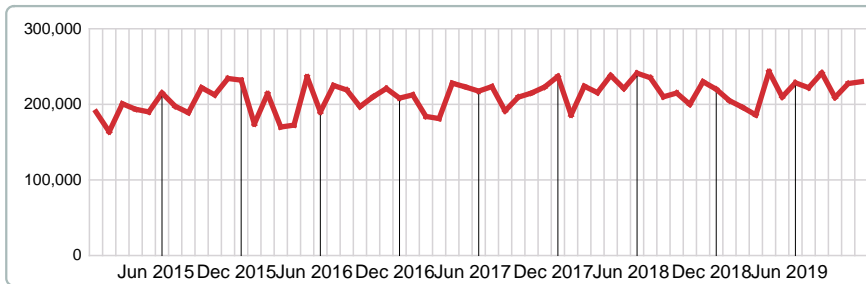
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

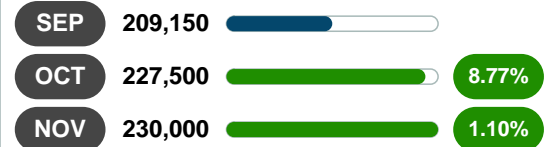


3 MONTHS

5 year NOV AVG = 227,640

High Apr 2019 243,250 Low Feb 2015 163,750

Median Sold Price at Closing this month at **230,000** above the 5 yr NOV average of **227,640**



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
\$0 and less	0	0.00%	516,500	0	0	0	0
\$1-\$75,000	16	19.05%	1,598	32,500	1,323	1,695	5,000
\$75,001-\$175,000	13	15.48%	147,000	84,000	149,950	0	0
\$175,001-\$275,000	22	26.19%	223,500	0	215,000	230,000	0
\$275,001-\$375,000	12	14.29%	297,250	0	297,500	291,000	0
\$375,001-\$425,000	11	13.10%	390,000	0	396,027	385,743	409,526
\$425,001 and up	10	11.90%	480,000	0	0	465,000	663,000
Median Sold Price			230,000	33,000	168,800	288,000	455,495
Total Closed Units		100%	230,000	7	36	32	9
Total Closed Volume			20,469,402	291.04K	5.83M	9.83M	4.52M

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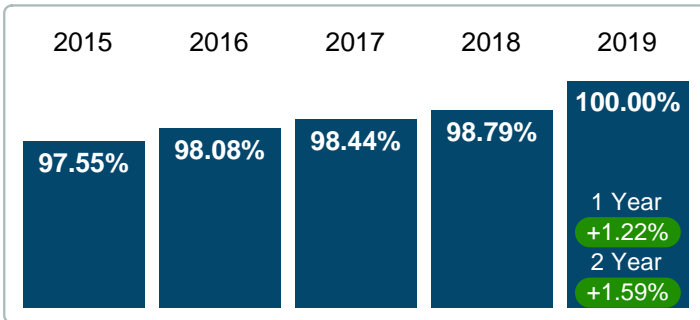
Area Delimited by School District Jenks - Sch Dist (5)



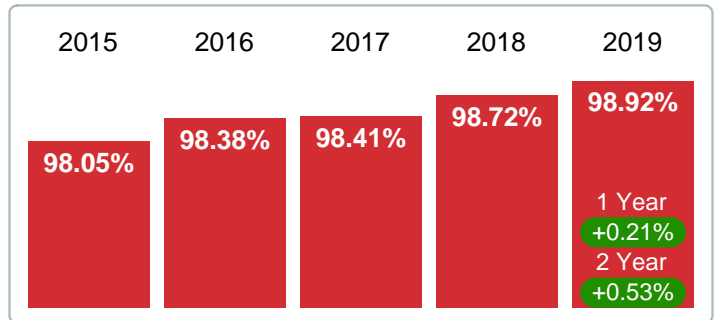
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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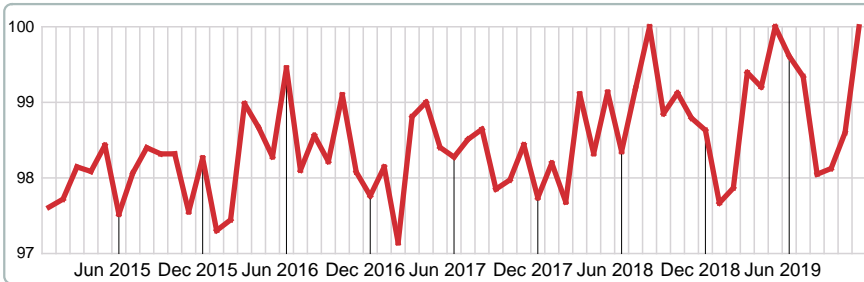
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

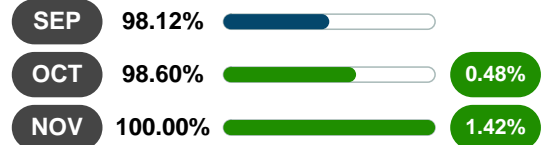


3 MONTHS

5 year NOV AVG = 98.57%

High Nov 2019 100.00% Low Feb 2017 97.14%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.57%**



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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	16	19.05%	100.00%	88.00%	100.00%	100.00%	125.00%
\$75,001-\$175,000	13	15.48%	100.00%	97.79%	100.00%	0.00%	0.00%
\$175,001-\$275,000	22	26.19%	100.00%	0.00%	100.04%	98.82%	0.00%
\$275,001-\$375,000	12	14.29%	98.78%	0.00%	99.46%	98.62%	0.00%
\$375,001-\$425,000	11	13.10%	100.00%	0.00%	101.23%	100.00%	100.01%
\$425,001 and up	10	11.90%	98.04%	0.00%	0.00%	97.73%	98.24%
Median Sold/List Ratio		100.00%		88.33%	100.00%	98.78%	100.00%
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

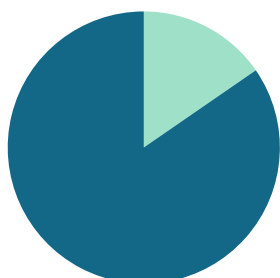
Area Delimited by School District Jenks - Sch Dist (5)



MARKET SUMMARY

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

INVENTORY



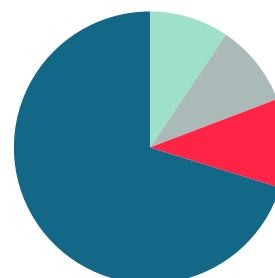
Inventory

- 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%
Median List Price	232,450	229,950	-1.08%	225,000	222,000	-1.33%
Median Sale Price	229,950	230,000	0.02%	219,900	218,000	-0.86%
Median Percent of Selling Price to List Price	98.79%	100.00%	1.22%	98.72%	98.92%	0.21%
Median Days on Market to Sale	46.50	9.00	-80.65%	29.00	23.00	-20.69%
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

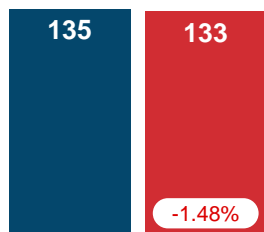
Inventory on November 30, 2019 = 625

2018 2019

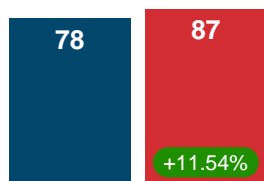
NOVEMBER MARKET

MEDIAN PRICES

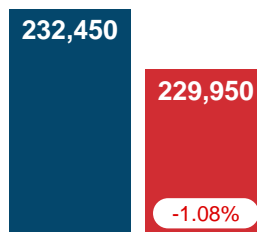
New Listings



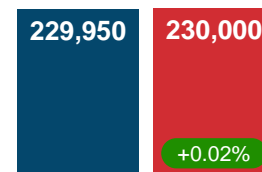
Pending Listings



List Price



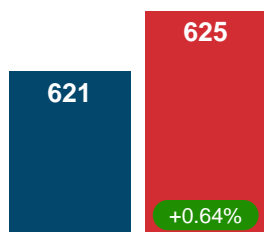
Sale Price



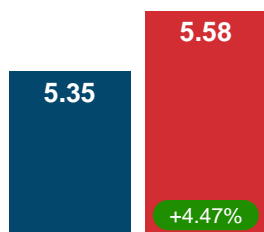
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

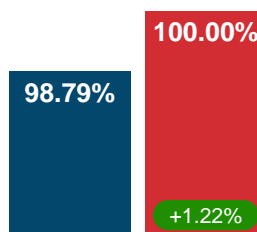
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

