

November 2019



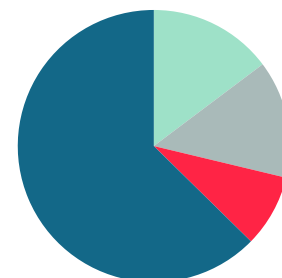
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	1,232	1,300	5.52%
Pending Listings	983	1,234	25.53%
New Listings	1,858	1,632	-12.16%
Average List Price	176,170	190,861	8.34%
Average Sale Price	171,208	185,311	8.24%
Average Percent of Selling Price to List Price	96.99%	97.44%	0.46%
Average Days on Market to Sale	49.60	40.55	-18.25%
End of Month Inventory	7,614	5,523	-27.46%
Months Supply of Inventory	5.47	3.84	-29.83%



■ Closed (14.75%)
■ Pending (14.00%)
■ Other OffMarket (8.61%)
■ Active (62.65%)

Absorption: Last 12 months, an Average of **1,440** Sales/Month
Active Inventory as of November 30, 2019 = **5,523**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **27.46%** to 5,523 existing homes available for sale. Over the last 12 months this area has had an average of 1,440 closed sales per month. This represents an unsold inventory index of **3.84** 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 **8.24%** in November 2019 to \$185,311 versus the previous year at \$171,208.

Average Days on Market Shortens

The average number of **40.55** days that homes spent on the market before selling decreased by 9.05 days or **18.25%** in November 2019 compared to last year's same month at **49.60** 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 1,632 New Listings in November 2019, down **12.16%** from last year at 1,858. Furthermore, there were 1,300 Closed Listings this month versus last year at 1,232, a **5.52%** increase.

Closed versus Listed trends yielded a **79.7%** ratio, up from previous year's, November 2018, at **66.3%**, a **20.13%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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 Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

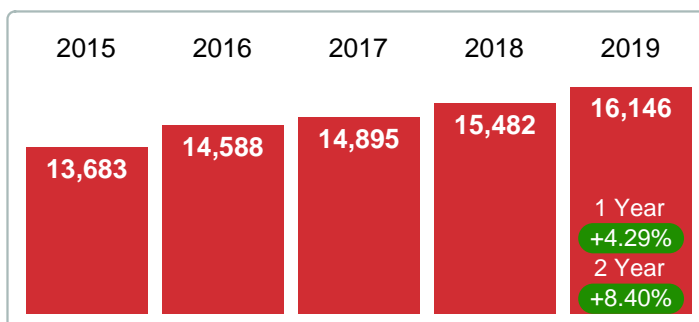
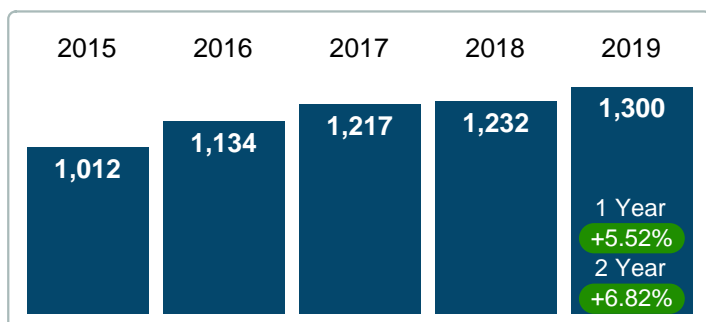


CLOSED LISTINGS

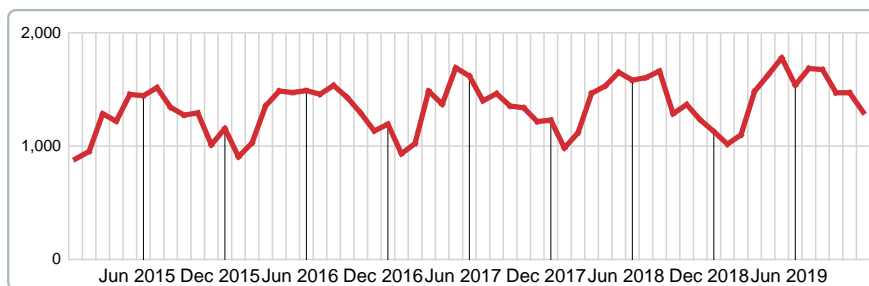
Report produced on Dec 11, 2019 for MLS Technology Inc.

NOVEMBER

YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

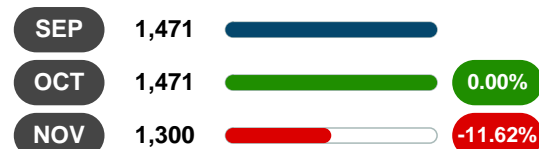


3 MONTHS

5 year NOV AVG = 1,179

High May 2019 1,778 Low Jan 2015 887

Closed Listings this month at **1,300**
above the 5 yr NOV average of **1,179**



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	289	22.23%	40.7	135	131	21	2
\$75,001-\$125,000	182	14.00%	33.3	41	118	20	3
\$125,001-\$175,000	290	22.31%	33.0	24	220	42	4
\$175,001-\$250,000	252	19.38%	41.4	18	130	100	4
\$250,001-\$350,000	138	10.62%	47.7	6	52	69	11
\$350,001 and up	149	11.46%	55.8	12	26	78	33
Total Closed Units	1,300			236	677	330	57
Total Closed Volume	240,904,058	100%	40.6	25.10M	101.63M	90.33M	23.84M
Average Closed Price	\$185,311			\$106,347	\$150,124	\$273,740	\$418,208

November 2019



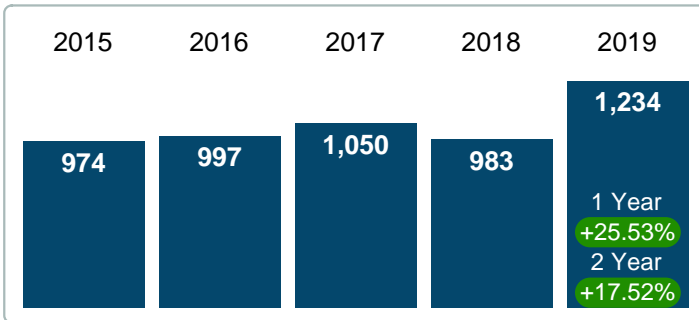
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



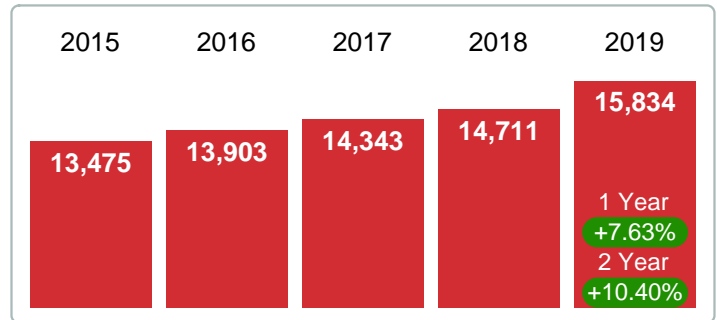
PENDING LISTINGS

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

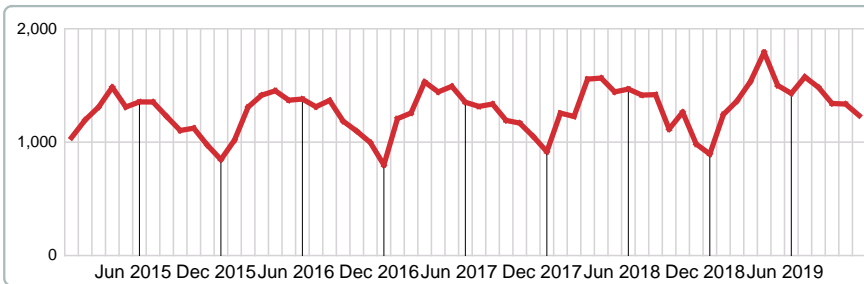
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

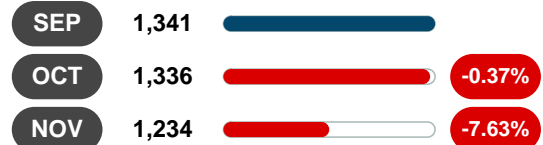


3 MONTHS

5 year NOV AVG = 1,048

High Apr 2019 1,792 Low Dec 2016 799

Pending Listings this month at 1,234 above the 5 yr NOV average of 1,048



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	79	6.40%	44.8	32	40	7	0
\$25,001 - \$100,000	196	15.88%	41.1	94	90	11	1
\$100,001 - \$125,000	81	6.56%	32.5	14	58	8	1
\$125,001 - \$200,000	401	32.50%	35.7	41	258	98	4
\$200,001 - \$250,000	162	13.13%	34.9	11	88	57	6
\$250,001 - \$375,000	183	14.83%	57.2	7	81	71	24
\$375,001 and up	132	10.70%	56.1	15	28	59	30
Total Pending Units	1,234			214	643	311	66
Total Pending Volume	264,701,913	100%	37.1	41.81M	114.80M	84.43M	23.66M
Average Listing Price	\$185,943			\$195,397	\$178,537	\$271,469	\$358,498

November 2019



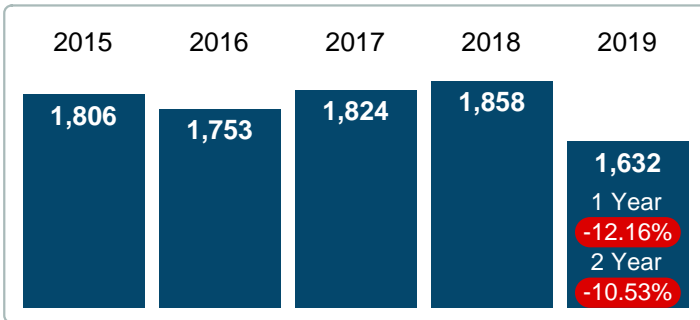
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



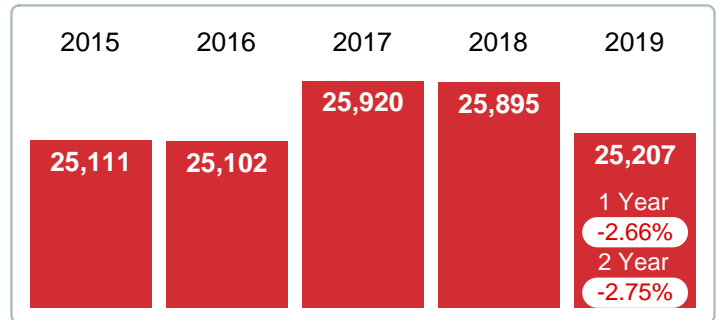
NEW LISTINGS

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

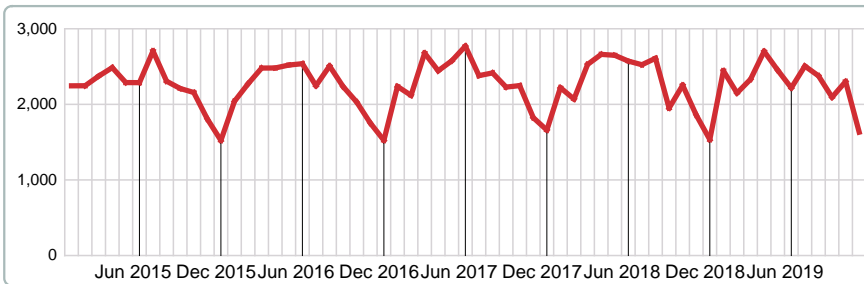
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

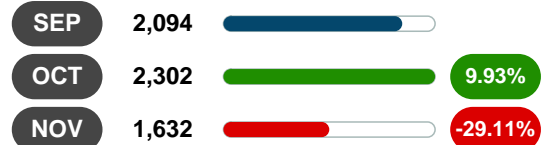


3 MONTHS

5 year NOV AVG = 1,775

High Jun 2017 2,770 Low Dec 2015 1,523

New Listings this month at 1,632 below the 5 yr NOV average of 1,775



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-\$75,000	376	23.04%	204	147	24	1
\$75,001-\$125,000	180	11.03%	67	98	14	1
\$125,001-\$200,000	400	24.51%	49	275	73	3
\$200,001-\$300,000	314	19.24%	40	132	129	13
\$300,001-\$475,000	189	11.58%	19	49	91	30
\$475,001 and up	173	10.60%	40	24	56	53
Total New Listed Units	1,632		419	725	387	101
Total New Listed Volume	421,916,341	100%	98.57M	123.80M	125.60M	73.95M
Average New Listed Listing Price	\$207,613		\$235,246	\$170,754	\$324,545	\$732,202

November 2019



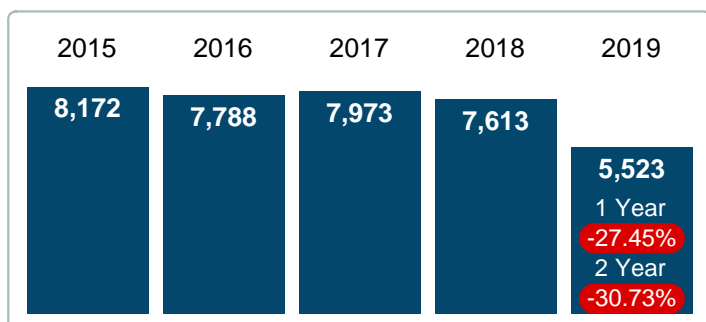
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



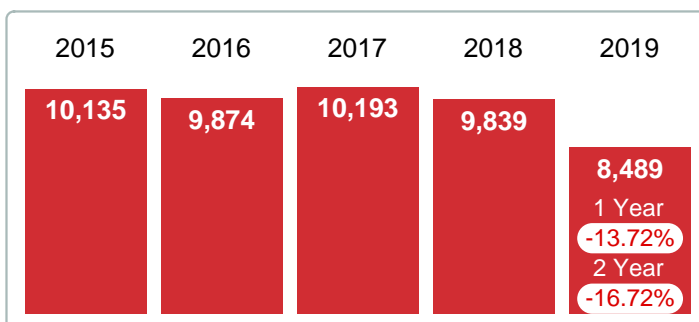
ACTIVE INVENTORY

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

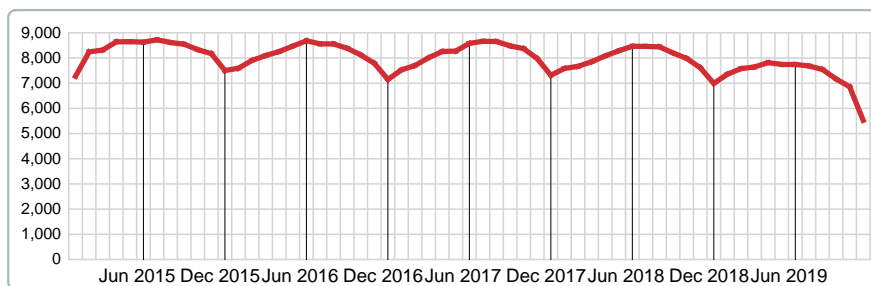
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

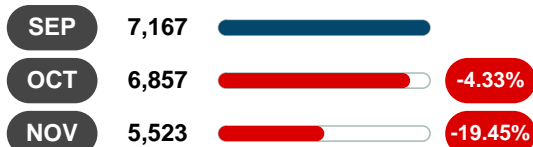


3 MONTHS

5 year NOV AVG = 7,414

High Jul 2015 8,719 Low Nov 2019 5,523

Inventory this month at 5,523 below the 5 yr NOV average of 7,414



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$25,000 and less	526	9.52%	73.0	325	157	40	4			
\$25,001 - \$75,000	735	13.31%	87.2	585	124	25	1			
\$75,001 - \$125,000	561	10.16%	71.7	324	200	33	4			
\$125,001 - \$250,000	1,561	28.26%	71.5	463	736	332	30			
\$250,001 - \$375,000	899	16.28%	77.5	158	275	403	63			
\$375,001 - \$600,000	694	12.57%	79.8	114	120	349	111			
\$600,001 and up	547	9.90%	93.4	215	33	147	152			
Total Active Inventory by Units				5,523		2,184	1,645	1,329	365	
Total Active Inventory by Volume				1,669,499,603	100%	78.0	573.13M	330.43M	506.65M	259.30M
Average Active Inventory Listing Price				\$302,281			\$262,420	\$200,867	\$381,225	\$710,410

November 2019



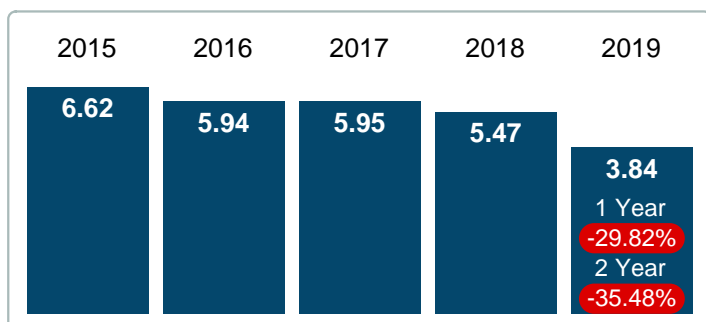
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



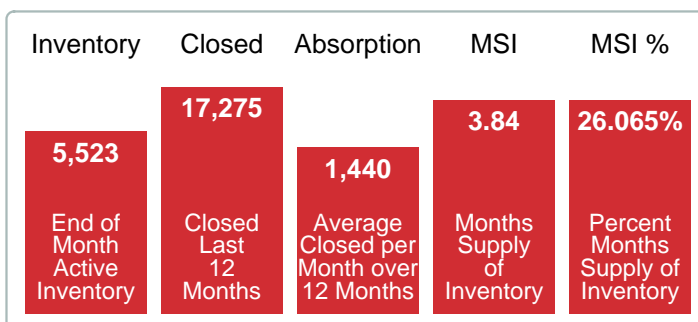
MONTHS SUPPLY of INVENTORY (MSI)

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

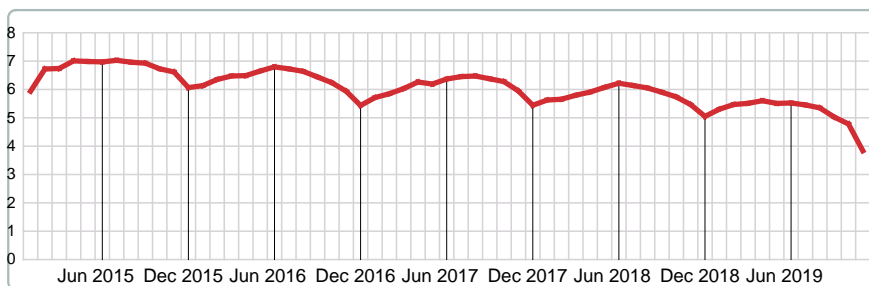
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

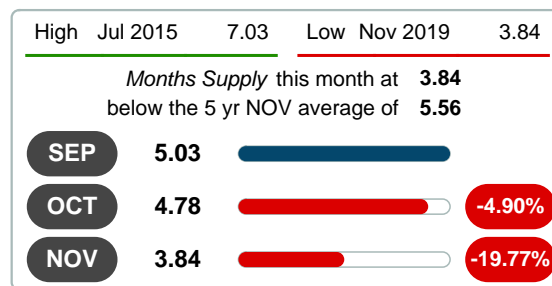


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.56



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
\$25,000 and less	526	9.52%	3.11	6.21	1.79	1.52	1.37
\$25,001 - \$75,000	735	13.31%	5.17	7.70	2.11	3.57	2.40
\$75,001 - \$125,000	561	10.16%	2.72	6.45	1.45	2.00	2.29
\$125,001 - \$250,000	1,561	28.26%	2.50	9.26	1.83	2.10	2.31
\$250,001 - \$375,000	899	16.28%	4.69	18.96	4.57	3.77	3.86
\$375,001 - \$600,000	694	12.57%	8.81	22.43	7.35	8.12	7.74
\$600,001 and up	547	9.90%	20.51	69.73	9.21	12.25	19.00
Market Supply of Inventory (MSI)			3.84	8.91	2.14	3.59	6.43
Total Active Inventory by Units		100%	3.84	2,184	1,645	1,329	365

November 2019



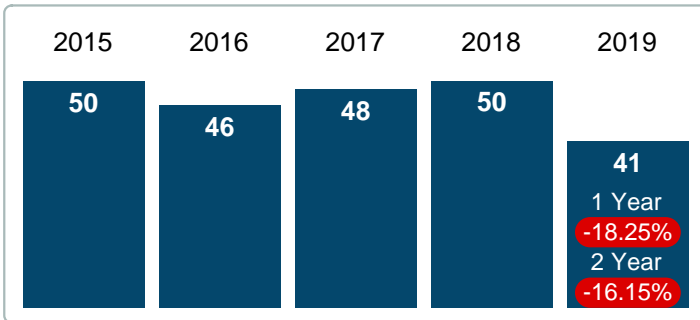
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



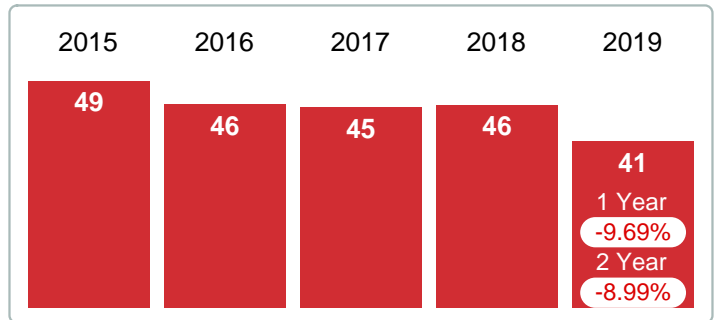
AVERAGE DAYS ON MARKET TO SALE

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

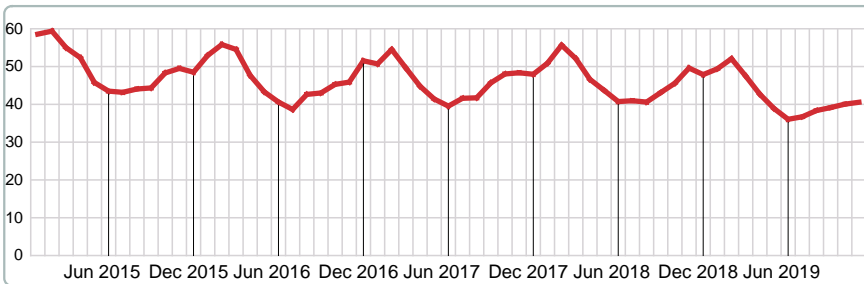
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

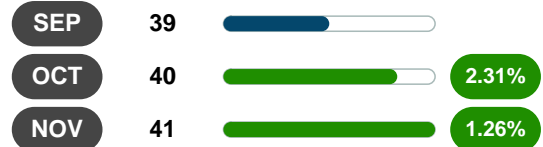


3 MONTHS

5 year NOV AVG = 47

High Feb 2015 59 Low Jun 2019 36

Average Days on Market to Sale this month at 41 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	289	22.23%	41	47	33	45	47
\$75,001-\$125,000	182	14.00%	33	33	32	40	36
\$125,001-\$175,000	290	22.31%	33	76	29	29	17
\$175,001-\$250,000	252	19.38%	41	59	37	43	60
\$250,001-\$350,000	138	10.62%	48	63	49	40	82
\$350,001 and up	149	11.46%	56	80	50	54	57
Average Closed DOM			41	51	34	43	58
Total Closed Units		100%	41	236	677	330	57
Total Closed Volume				25.10M	101.63M	90.33M	23.84M

November 2019



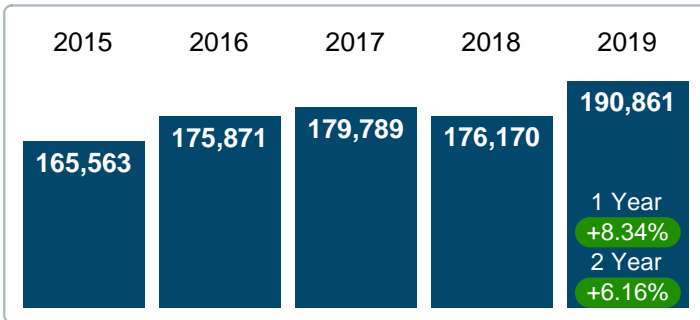
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



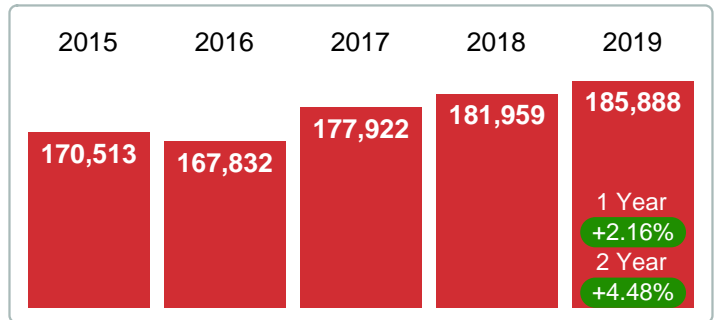
AVERAGE LIST PRICE AT CLOSING

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

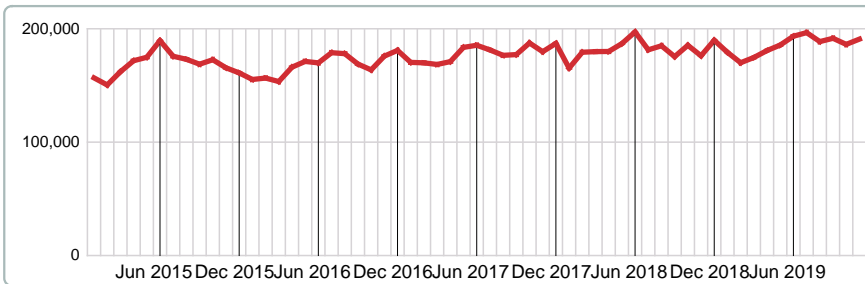
NOVEMBER



YEAR TO DATE (YTD)

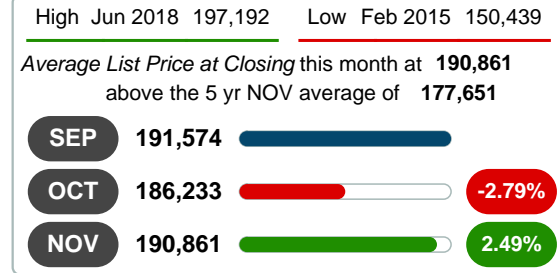


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 177,651



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	281	21.62%	26,045	38,078	18,756	17,488	42,000
\$75,001-\$125,000	170	13.08%	103,409	107,771	108,441	108,755	110,667
\$125,001-\$175,000	302	23.23%	152,392	155,492	153,729	156,165	151,000
\$175,001-\$250,000	248	19.08%	209,350	223,787	208,684	215,887	213,250
\$250,001-\$350,000	147	11.31%	293,328	305,483	290,306	299,978	303,818
\$350,001 and up	152	11.69%	540,533	681,945	475,473	522,016	600,092
Average List Price			190,861	115,827	153,117	279,108	438,913
Total Closed Units		100%	1,300	236	677	330	57
Total Closed Volume			248,119,586	27.34M	103.66M	92.11M	25.02M

November 2019



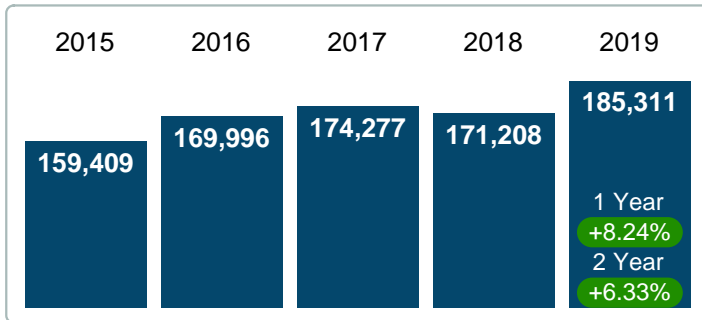
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



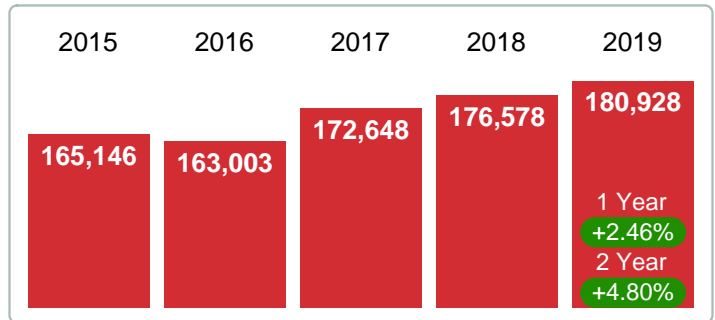
AVERAGE SOLD PRICE AT CLOSING

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

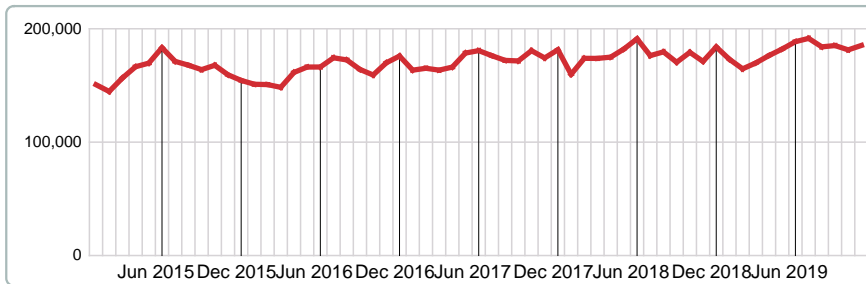
NOVEMBER



YEAR TO DATE (YTD)

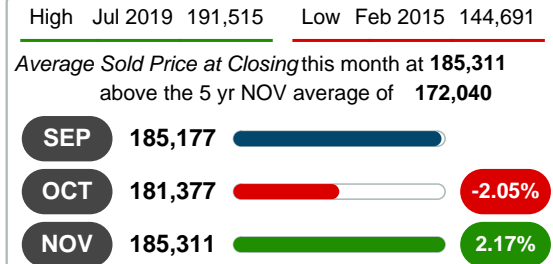


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 172,040



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	289	22.23%	25,185	34,673	17,176	13,922	27,500
\$75,001-\$125,000	182	14.00%	104,189	101,932	104,468	107,363	102,917
\$125,001-\$175,000	290	22.31%	152,203	150,449	151,673	156,575	146,000
\$175,001-\$250,000	252	19.38%	209,367	212,154	206,171	212,886	212,688
\$250,001-\$350,000	138	10.62%	292,322	294,567	285,352	295,788	302,300
\$350,001 and up	149	11.46%	519,621	586,742	463,382	507,956	567,093
Average Sold Price			185,311	106,347	150,124	273,740	418,208
Total Closed Units		100%	1,300	236	677	330	57
Total Closed Volume			240,904,058	25.10M	101.63M	90.33M	23.84M

November 2019



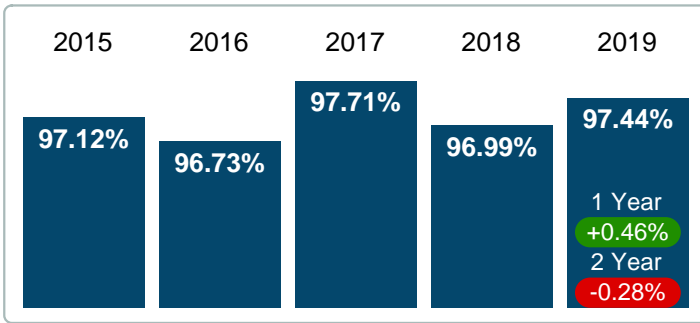
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



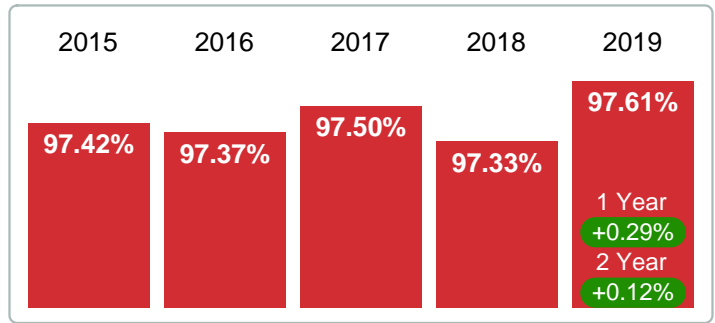
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

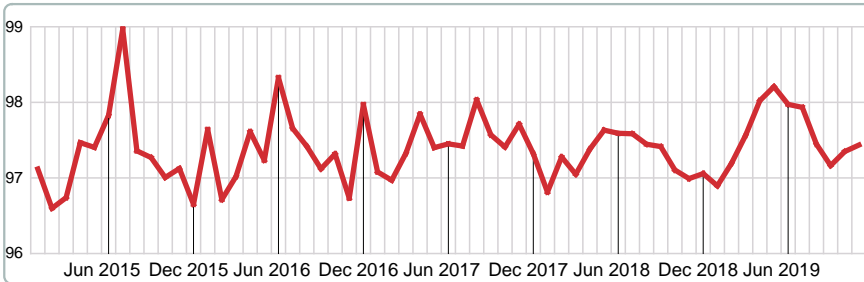
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

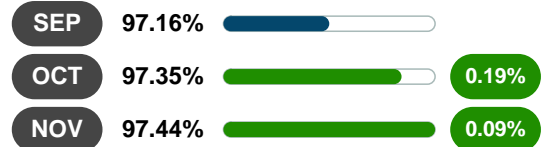


3 MONTHS

5 year NOV AVG = 97.20%

High Jul 2015 98.97% Low Feb 2015 96.60%

Average Sold/List Ratio this month at **97.44%**
 equal to 5 yr NOV average of **97.20%**



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	289	22.23%	94.21%	92.38%	96.24%	93.36%	93.75%
\$75,001-\$125,000	182	14.00%	96.57%	95.24%	96.70%	98.94%	94.26%
\$125,001-\$175,000	290	22.31%	99.78%	97.28%	98.79%	106.70%	96.79%
\$175,001-\$250,000	252	19.38%	98.68%	95.43%	99.07%	98.73%	99.78%
\$250,001-\$350,000	138	10.62%	98.59%	96.69%	98.36%	98.80%	99.46%
\$350,001 and up	149	11.46%	96.99%	91.53%	97.46%	97.90%	96.45%
Average Sold/List Ratio		97.40%		93.67%	97.90%	99.23%	97.08%
Total Closed Units		1,300	100%	236	677	330	57
Total Closed Volume		240,904,058		25.10M	101.63M	90.33M	23.84M

November 2019



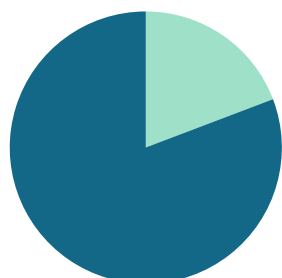
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

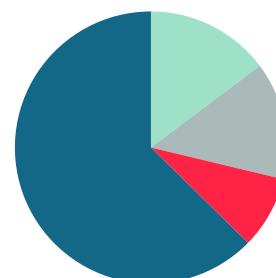


Inventory
 New Listings
1,632 = 19.22%
 Start Inventory
6,857
 Total Inventory Units
8,489
 Volume
\$2,400,649,261

Market Activity

Closed Sales
1,300 = 14.75%
 Pending Sales
1,234 = 14.00%
 Other Off Market
759 = 8.61%
 Active Inventory
5,523 = 62.65%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,232	1,300	5.52%	15,482	16,146	4.29%
Pending Sales	983	1,234	25.53%	14,711	15,834	7.63%
New Listings	1,858	1,632	-12.16%	25,895	25,207	-2.66%
Average List Price	176,170	190,861	8.34%	181,959	185,888	2.16%
Average Sale Price	171,208	185,311	8.24%	176,578	180,928	2.46%
Average Percent of Selling Price to List Price	96.99%	97.44%	0.46%	97.33%	97.61%	0.29%
Average Days on Market to Sale	49.60	40.55	-18.25%	45.77	41.34	-9.69%
Monthly Inventory	7,614	5,523	-27.46%	7,614	5,523	-27.46%
Months Supply of Inventory	5.47	3.84	-29.83%	5.47	3.84	-29.83%

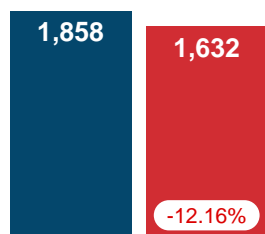
Absorption: Last 12 months, an Average of **1,440** Sales/Month

Inventory on November 30, 2019 = **5,523** 2018 2019

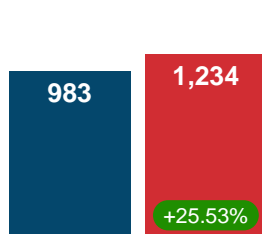
NOVEMBER MARKET

AVERAGE PRICES

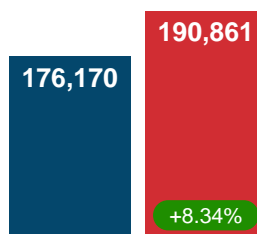
New Listings



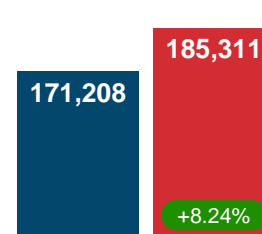
Pending Listings



List Price



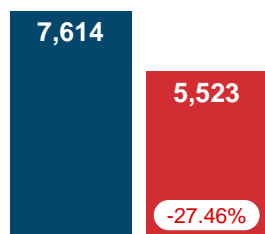
Sale Price



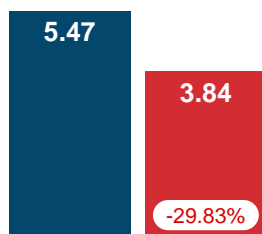
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

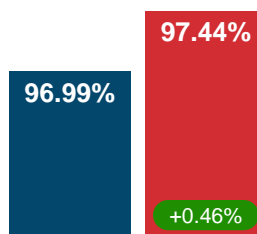
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

