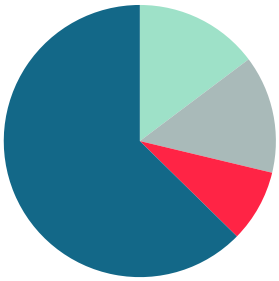
November 2019

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	November 2019	+/-%
Closed Listings	1,232	1,300	5.52%
Pending Listings	983	1,234	25.53%
New Listings	1,858	1,632	-12.16%
Median List Price	158,450	159,900	0.92%
Median Sale Price	155,250	159,000	2.42%
Median Percent of Selling Price to List Price	98.49%	99.61%	1.14%
Median Days on Market to Sale	36.00	22.00	-38.89%
End of Month Inventory	7,614	5,523	-27.46%
Months Supply of Inventory	5.47	3.84	-29.83%



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.

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 **2.42%** in November 2019 to $159,000 versus the previous year at $155,250.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 14.00 days or **38.89%** in November 2019 compared to last year's same month at **36.00** 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 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

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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

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CLOSED LISTINGS

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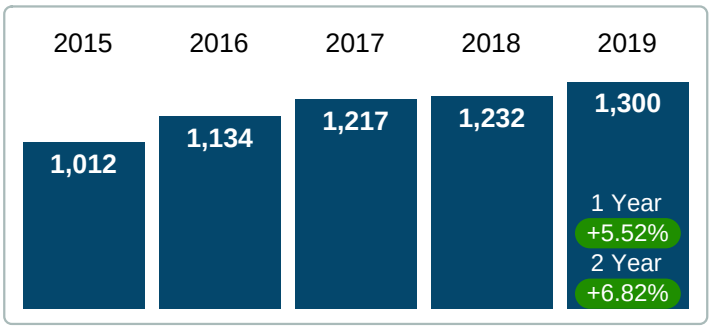
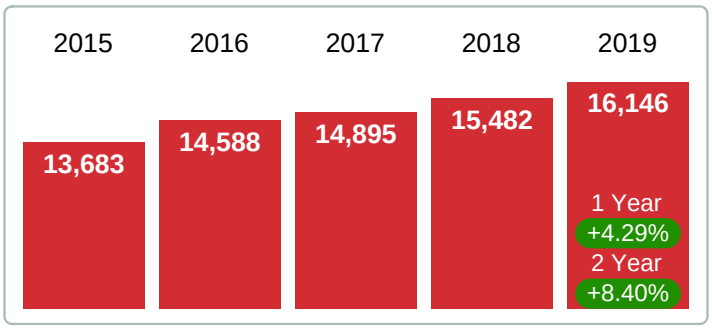
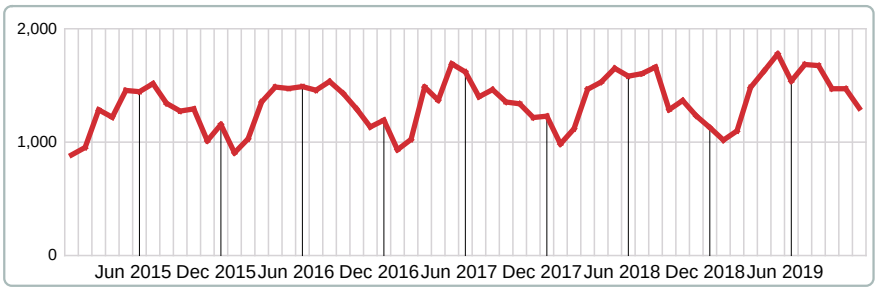
NOVEMBER



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**

SEP	1,471	
OCT	1,471	0.00%
NOV	1,300	-11.62%

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	289	22.23%	24.0	135	131	21	2
$75,001 $125,000	182	14.00%	15.0	41	118	20	3
$125,001 $175,000	290	22.31%	14.0	24	220	42	4
$175,001 $250,000	252	19.38%	25.0	18	130	100	4
$250,001 $350,000	138	10.62%	26.5	6	52	69	11
$350,001 and up	149	11.46%	36.0	12	26	78	33
Total Closed Units	1,300	100%	22.0	236	677	330	57
Total Closed Volume	240,904,058			25.10M	101.63M	90.33M	23.84M
Median Closed Price	$159,000			$66,250	$150,000	$236,000	$390,000

November 2019

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PENDING LISTINGS

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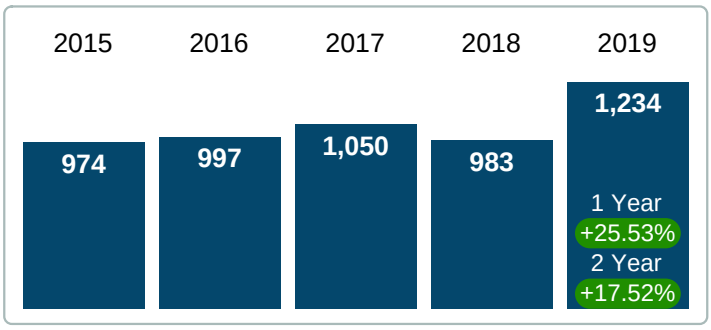
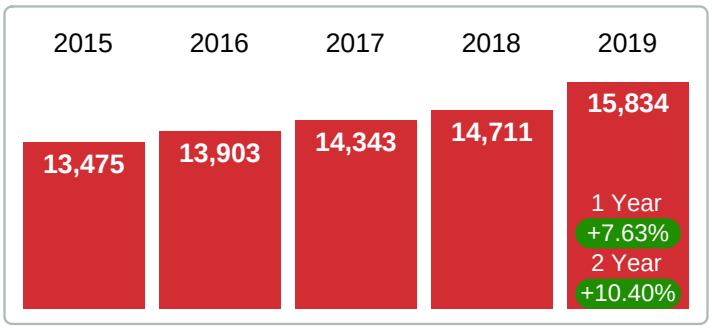
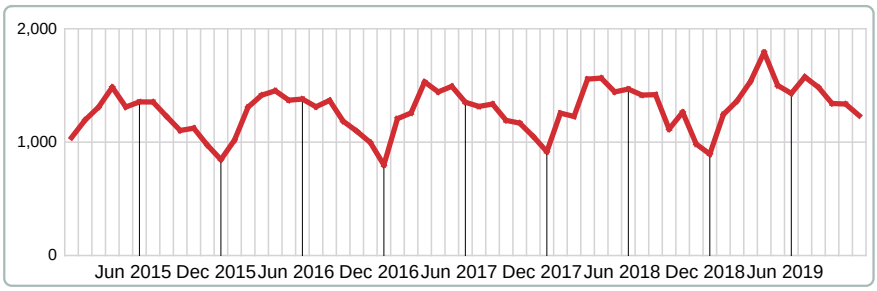
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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**

SEP	1,341	
OCT	1,336	-0.37%
NOV	1,234	-7.63%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	79	6.40%	29.0	32	40	7	0
$25,001 $100,000	196	15.88%	28.0	94	90	11	1
$100,001 $125,000	81	6.56%	17.0	14	58	8	1
$125,001 $200,000	401	32.50%	20.0	41	258	98	4
$200,001 $250,000	162	13.13%	18.5	11	88	57	6
$250,001 $375,000	183	14.83%	49.0	7	81	71	24
$375,001 and up	132	10.70%	43.5	15	28	59	30
Total Pending Units	1,234	100%	26.0	214	643	311	66
Total Pending Volume	264,701,913			41.81M	114.80M	84.43M	23.66M
Median Listing Price	$174,700			$85,000	$163,686	$225,000	$352,750

November 2019

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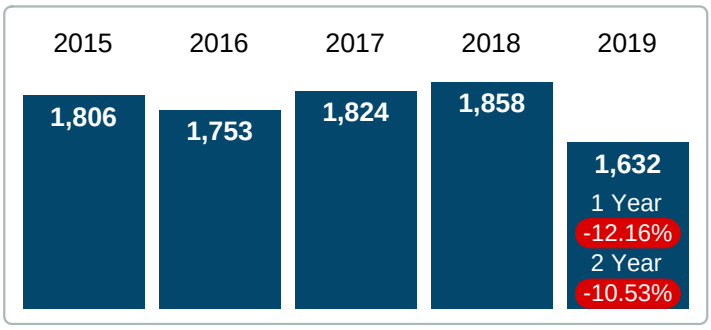
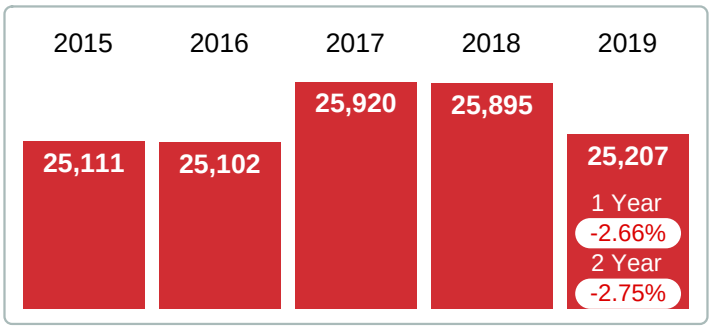
NEW LISTINGS

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

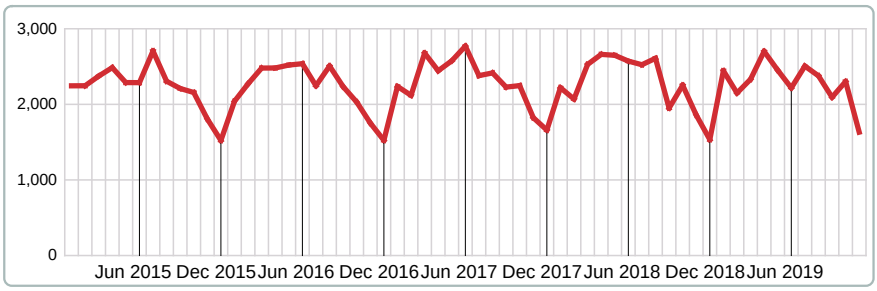
NOVEMBER



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**

SEP	2,094	
OCT	2,302	9.93%
NOV	1,632	-29.11%

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	100%	419	725	387	101
Total New Listed Volume	421,916,341		98.57M	123.80M	125.60M	73.95M
Median New Listed Listing Price	$175,058		$79,500	$159,900	$260,000	$498,000

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ACTIVE INVENTORY

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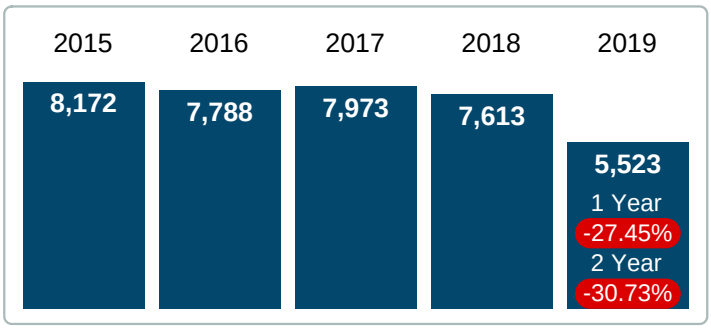
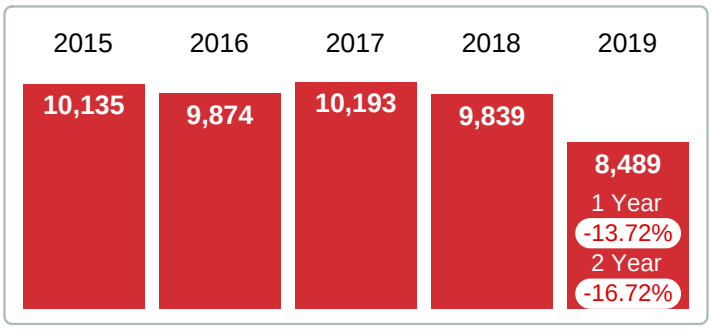
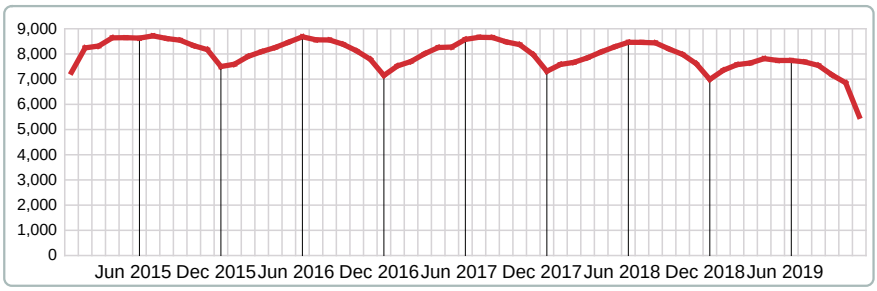
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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**

SEP	7,167	
OCT	6,857	-4.33%
NOV	5,523	-19.45%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$25,000 and less	526	9.52%	57.0	325	157	40	4
$25,001 $75,000	735	13.31%	80.0	585	124	25	1
$75,001 $125,000	561	10.16%	61.0	324	200	33	4
$125,001 $250,000	1,561	28.26%	60.0	463	736	332	30
$250,001 $375,000	899	16.28%	67.0	158	275	403	63
$375,001 $600,000	694	12.57%	71.0	114	120	349	111
$600,001 and up	547	9.90%	81.0	215	33	147	152
Total Active Inventory by Units	5,523	100%	67.0	2,184	1,645	1,329	365
Total Active Inventory by Volume	1,669,499,603			573.13M	330.43M	506.65M	259.30M
Median Active Inventory Listing Price	$195,000			$99,900	$175,000	$315,900	$538,500

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MONTHS SUPPLY of INVENTORY (MSI)

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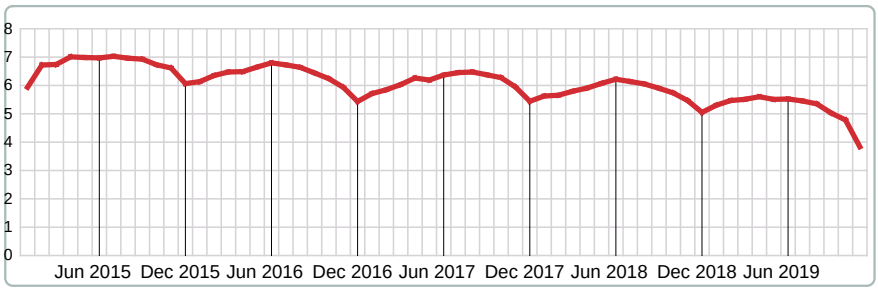
MSI FOR NOVEMBER

2015	2016	2017	2018	2019
6.62	5.94	5.95	5.47	3.84
				1 Year -29.82%
				2 Year -35.48%

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
5,523	17,275	1,440	3.84	26.065%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.56

High Jul 2015 7.03 Low Nov 2019 3.84

Months Supply this month at **3.84**
below the 5 yr NOV average of **5.56**

SEP	5.03	
OCT	4.78	-4.90%
NOV	3.84	-19.77%

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	100%	3.84	8.91	2.14	3.59	6.43
Total Active Inventory by Units	5,523			2,184	1,645	1,329	365

Contact: MLS Technology Inc. **Phone: 918-663-7500** **Email: support@mlstechnology.com**

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

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MEDIAN DAYS ON MARKET TO SALE

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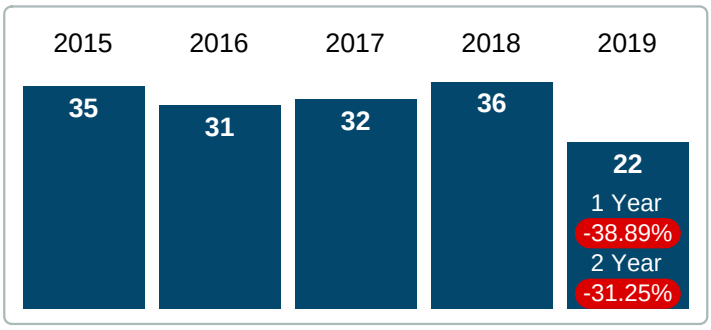
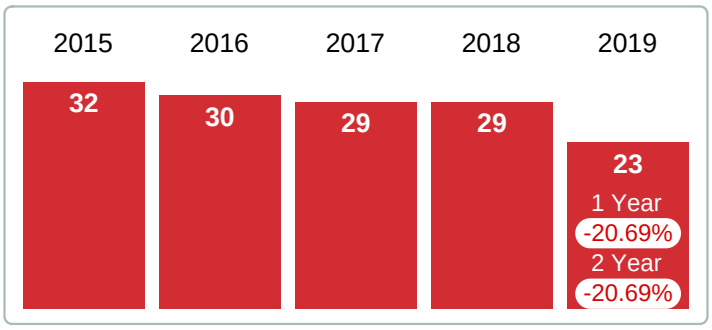
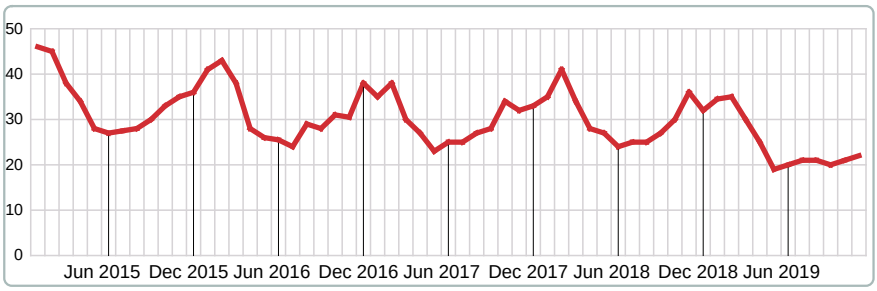
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31

High Jan 2015 46 | Low May 2019 19

Median Days on Market to Sale this month at **22** below the 5 yr NOV average of **31**

SEP	20	
OCT	21	5.00%
NOV	22	4.76%

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%	81	0	0	0	0
$1 $75,000	289	22.23%	24	25	21	49	47
$75,001 $125,000	182	14.00%	15	13	16	19	28
$125,001 $175,000	290	22.31%	14	63	12	16	16
$175,001 $250,000	252	19.38%	25	29	19	29	46
$250,001 $350,000	138	10.62%	27	56	27	21	65
$350,001 and up	149	11.46%	36	66	30	34	43
Median Closed DOM	22			28	17	25	43
Total Closed Units	1,300	100%	22.0	236	677	330	57
Total Closed Volume	240,904,058			25.10M	101.63M	90.33M	23.84M

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MEDIAN LIST PRICE AT CLOSING

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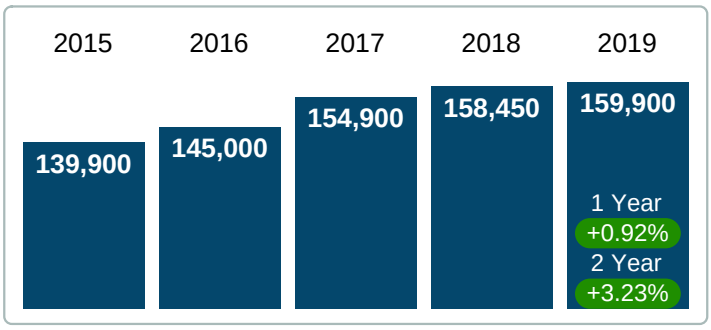
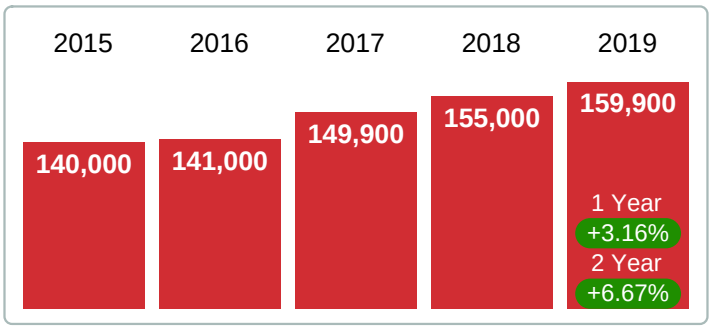
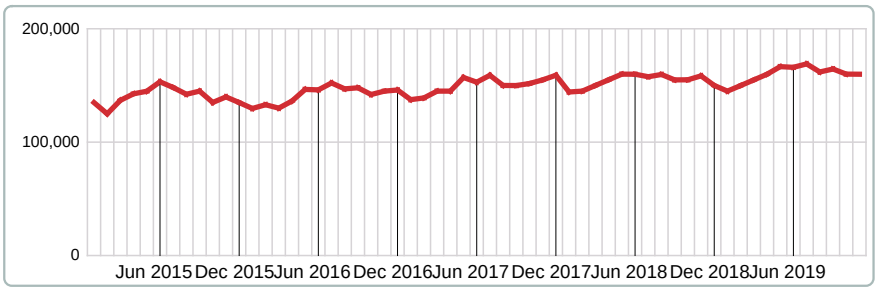
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 151,630

High Jul 2019 169,000 Low Feb 2015 125,000

Median List Price at Closing this month at **159,900** above the 5 yr NOV average of **151,630**

SEP	164,500	
OCT	160,000	-2.74%
NOV	159,900	-0.06%

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%	36	0	0	0	0
$1 $75,000	281	21.62%	20,000	38,900	1,395	2,045	4,000
$75,001 $125,000	170	13.08%	101,000	98,000	104,950	109,300	95,000
$125,001 $175,000	302	23.23%	154,900	150,000	153,700	158,950	149,000
$175,001 $250,000	248	19.08%	205,750	200,000	199,950	214,900	212,000
$250,001 $350,000	147	11.31%	289,900	286,450	284,900	295,000	314,500
$350,001 and up	152	11.69%	435,000	484,000	411,475	409,500	484,900
Median List Price	159,900	100%	159,900	69,450	149,900	240,900	384,900
Total Closed Units	1,300			236	677	330	57
Total Closed Volume	248,119,586			27.34M	103.66M	92.11M	25.02M

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MEDIAN SOLD PRICE AT CLOSING

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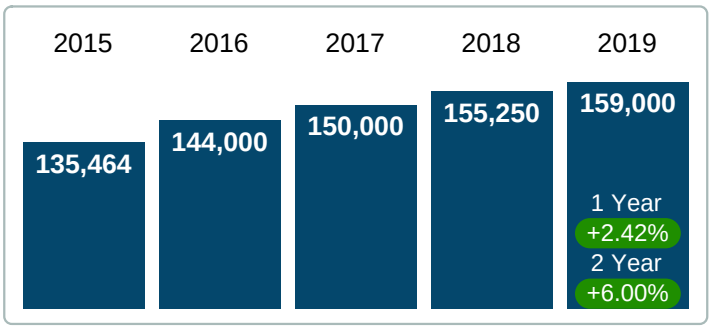
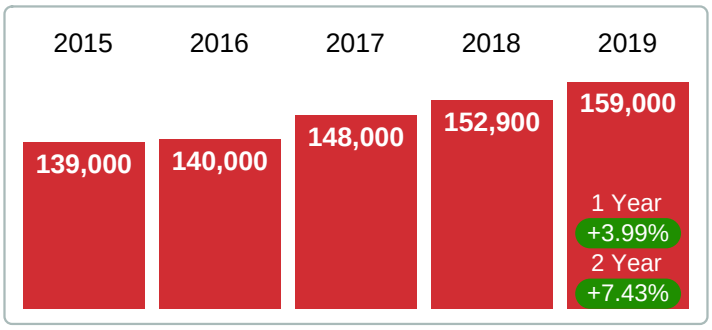
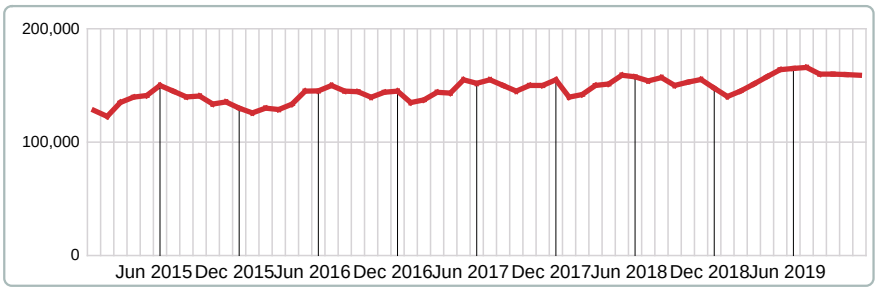
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 148,743

High Jul 2019 165,905 Low Feb 2015 122,700

Median Sold Price at Closing this month at **159,000** above the 5 yr NOV average of **148,743**

SEP	160,000	
OCT	159,600	-0.25%
NOV	159,000	-0.38%

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%	435,000	0	0	0	0
$1 $75,000	289	22.23%	20,480	35,000	1,395	1,990	27,500
$75,001 $125,000	182	14.00%	105,000	104,000	109,000	109,444	102,000
$125,001 $175,000	290	22.31%	154,000	151,950	154,000	158,518	142,500
$175,001 $250,000	252	19.38%	206,750	207,250	202,468	214,000	210,500
$250,001 $350,000	138	10.62%	288,950	289,950	279,900	295,900	309,900
$350,001 and up	149	11.46%	420,000	437,500	391,500	414,100	460,000
Median Sold Price	159,000			66,250	150,000	236,000	390,000
Total Closed Units	1,300	100%	159,000	236	677	330	57
Total Closed Volume	240,904,058			25.10M	101.63M	90.33M	23.84M

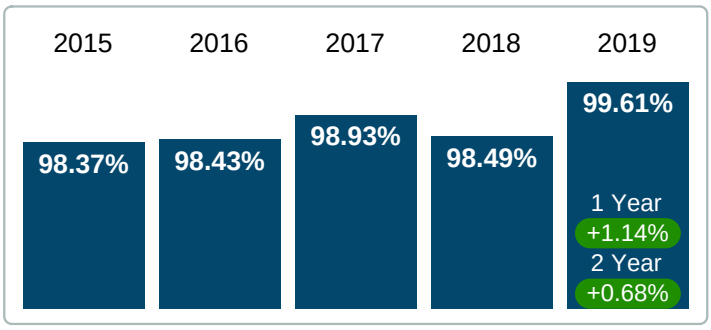
November 2019

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

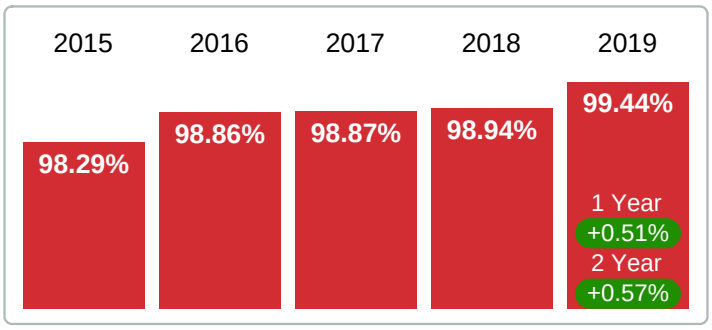
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

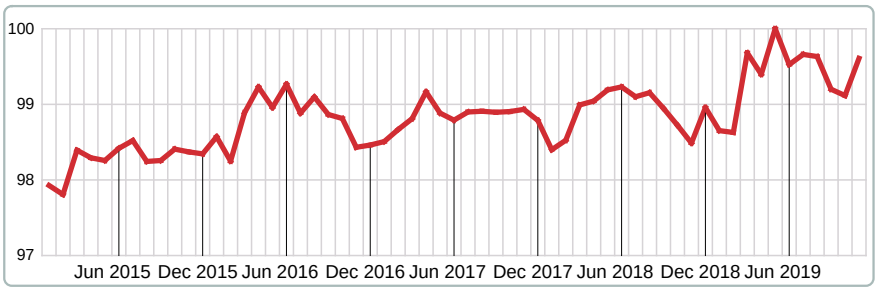
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.77%

High May 2019 100.00% Low Feb 2015 97.81%

Median Sold/List Ratio this month at **99.61%** above the 5 yr NOV average of **98.77%**

SEP	99.20%	
OCT	99.12%	-0.08%
NOV	99.61%	0.50%

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%	20,000.00%	0.00%	0.00%	0.00%	0.00%
$1 $75,000	289	22.23%	100.00%	94.29%	100.00%	100.00%	93.75%
$75,001 $125,000	182	14.00%	98.39%	97.79%	98.39%	98.91%	100.00%
$125,001 $175,000	290	22.31%	100.00%	97.19%	100.00%	100.00%	97.82%
$175,001 $250,000	252	19.38%	99.55%	96.80%	99.59%	99.56%	100.20%
$250,001 $350,000	138	10.62%	99.48%	97.73%	100.00%	98.95%	98.50%
$350,001 and up	149	11.46%	97.97%	95.62%	98.02%	98.03%	98.18%
Median Sold/List Ratio	99.61%			96.35%	100.00%	99.24%	98.50%
Total Closed Units	1,300	100%	99.61%	236	677	330	57
Total Closed Volume	240,904,058			25.10M	101.63M	90.33M	23.84M

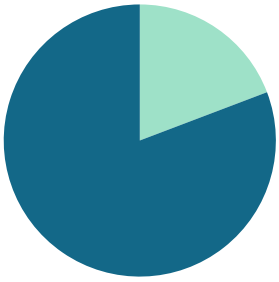
November 2019

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

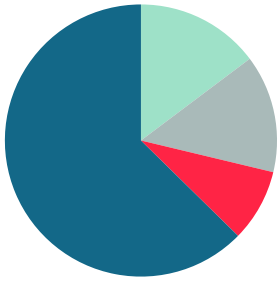
Closed Sales
1,300 = 14.75%

Pending Sales
1,234 = 14.00%

Other Off Market
759 = 8.61%

Active Inventory
5,523 = 62.65%

MARKET ACTIVITY



Compared	November			Year to Date		
Metrics	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%
Median List Price	158,450	159,900	0.92%	155,000	159,900	3.16%
Median Sale Price	155,250	159,000	2.42%	152,900	159,000	3.99%
Median Percent of Selling Price to List Price	98.49%	99.61%	1.14%	98.94%	99.44%	0.51%
Median Days on Market to Sale	36.00	22.00	-38.89%	29.00	23.00	-20.69%
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%

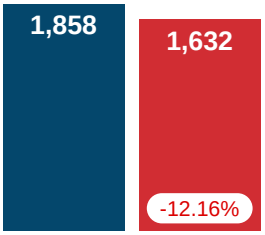
Absorption: Last 12 months, an Average of **1,440** Sales/Month

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

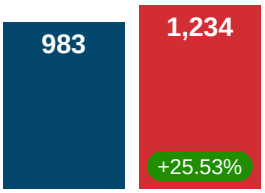
2018 2019

NOVEMBER MARKET

New Listings

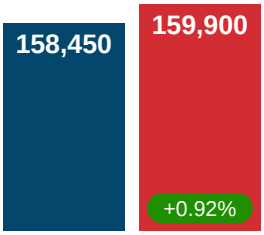


Pending Listings

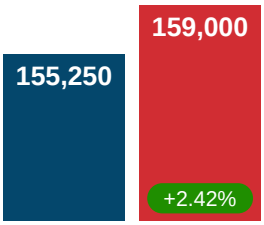


MEDIAN PRICES

List Price

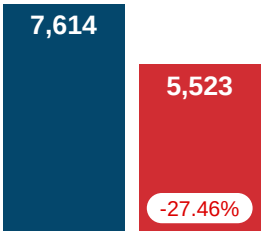


Sale Price

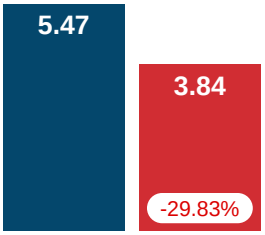


INVENTORY

Active Inventory

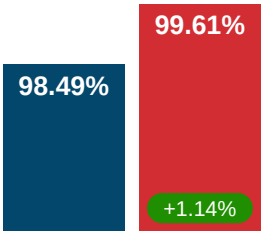


Monthly Supply of Inventory

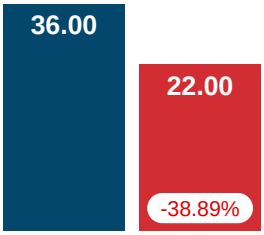


MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market



Contact: MLS Technology Inc. **Phone: 918-663-7500** **Email: support@mlstechnology.com**

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