

# November 2019



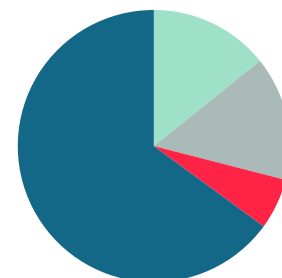
Area Delimited by School District Owasso - Sch Dist (11)



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	82	80	-2.44%
Pending Listings	55	83	50.91%
New Listings	98	83	-15.31%
Average List Price	216,800	247,927	14.36%
Average Sale Price	211,993	242,522	14.40%
Average Percent of Selling Price to List Price	97.69%	98.33%	0.65%
Average Days on Market to Sale	45.05	45.21	0.36%
End of Month Inventory	463	365	-21.17%
Months Supply of Inventory	4.56	3.51	-22.94%



■ Closed (14.23%)  
■ Pending (14.77%)  
■ Other OffMarket (6.05%)  
■ Active (64.95%)

**Absorption:** Last 12 months, an Average of **104** Sales/Month  
**Active Inventory** as of November 30, 2019 = **365**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **21.17%** to 365 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **3.51** 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 **14.40%** in November 2019 to \$242,522 versus the previous year at \$211,993.

#### Average Days on Market Lengthens

The average number of **45.21** days that homes spent on the market before selling increased by 0.16 days or **0.36%** in November 2019 compared to last year's same month at **45.05** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 83 New Listings in November 2019, down **15.31%** from last year at 98. Furthermore, there were 80 Closed Listings this month versus last year at 82, a **-2.44%** decrease.

Closed versus Listed trends yielded a **96.4%** ratio, up from previous year's, November 2018, at **83.7%**, a **15.19%** 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

<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 Owasso - Sch Dist (11)

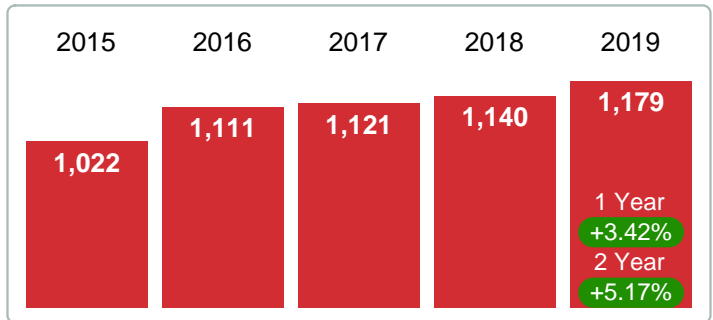
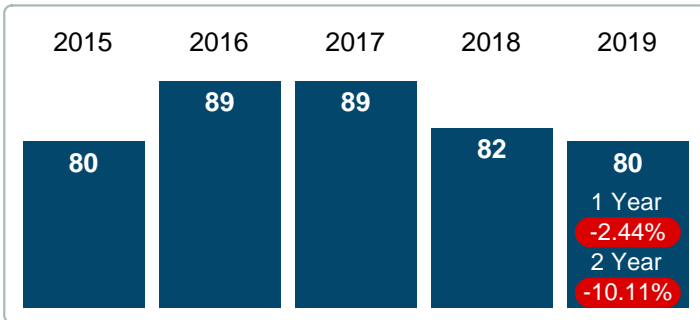


## CLOSED LISTINGS

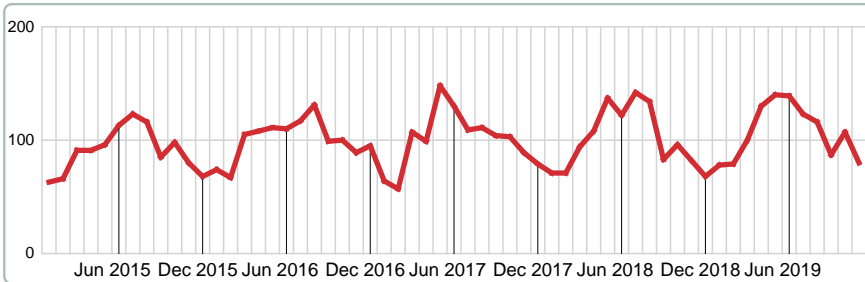
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### NOVEMBER

### YEAR TO DATE (YTD)

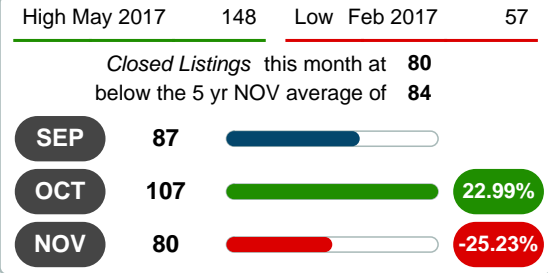


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 84



### 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-\$125,000	11	13.75%	33.6	1	7	3	0
\$125,001-\$150,000	10	12.50%	28.1	1	8	1	0
\$150,001-\$225,000	25	31.25%	30.6	0	17	8	0
\$225,001-\$300,000	16	20.00%	59.3	0	2	14	0
\$300,001-\$450,000	10	12.50%	51.5	0	1	7	2
\$450,001 and up	8	10.00%	92.1	0	1	3	4
<b>Total Closed Units</b>	<b>80</b>			<b>2</b>	<b>36</b>	<b>36</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>19,401,772</b>	<b>100%</b>	<b>45.2</b>	<b>148.20K</b>	<b>5.84M</b>	<b>10.38M</b>	<b>3.03M</b>
<b>Average Closed Price</b>	<b>\$242,522</b>			<b>\$74,100</b>	<b>\$162,282</b>	<b>\$288,266</b>	<b>\$505,643</b>

# November 2019



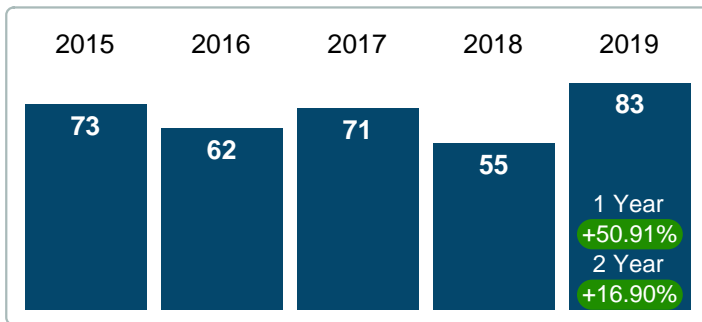
Area Delimited by School District Owasso - Sch Dist (11)



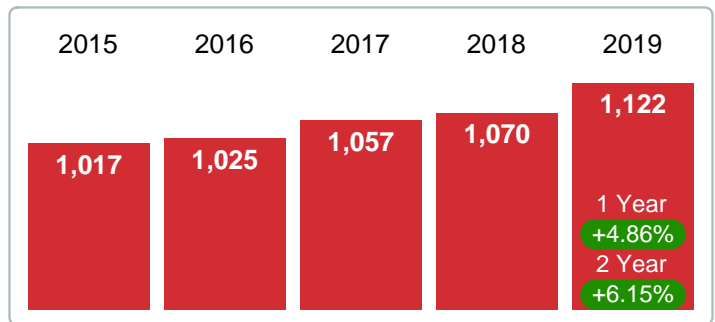
## PENDING LISTINGS

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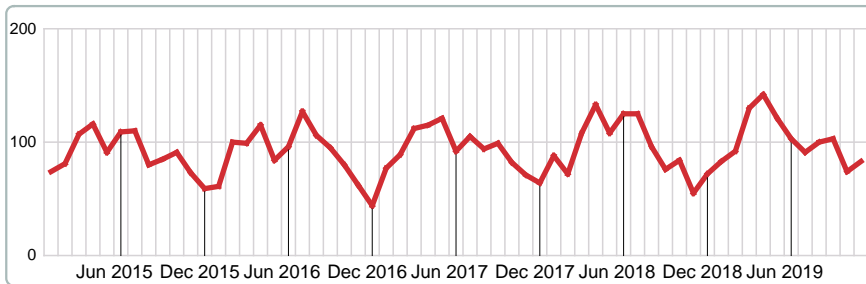
### NOVEMBER



### YEAR TO DATE (YTD)

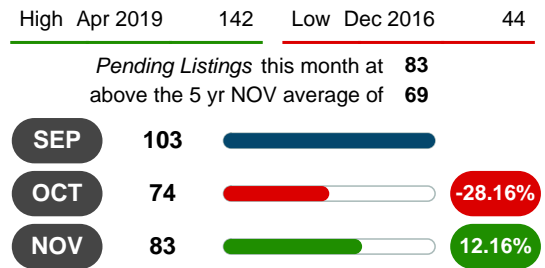


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 69



### 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	9.64%	74.6	4	2	2	0
\$125,001 - \$150,000	10	12.05%	52.9	2	8	0	0
\$150,001 - \$175,000	13	15.66%	52.9	2	8	3	0
\$175,001 - \$225,000	16	19.28%	19.4	2	7	7	0
\$225,001 - \$325,000	17	20.48%	38.2	1	9	6	1
\$325,001 - \$425,000	10	12.05%	54.1	0	2	4	4
\$425,001 and up	9	10.84%	93.3	0	0	7	2
<b>Total Pending Units</b>	<b>83</b>			<b>11</b>	<b>36</b>	<b>29</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>19,869,192</b>	<b>100%</b>	<b>45.0</b>	<b>1.57M</b>	<b>6.91M</b>	<b>8.53M</b>	<b>2.86M</b>
<b>Average Listing Price</b>	<b>\$190,655</b>			<b>\$143,018</b>	<b>\$191,972</b>	<b>\$294,120</b>	<b>\$407,932</b>

# November 2019



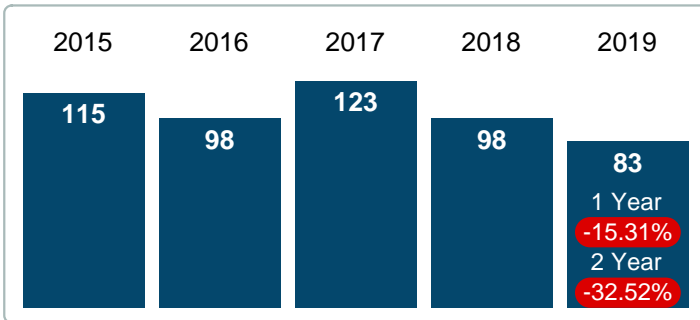
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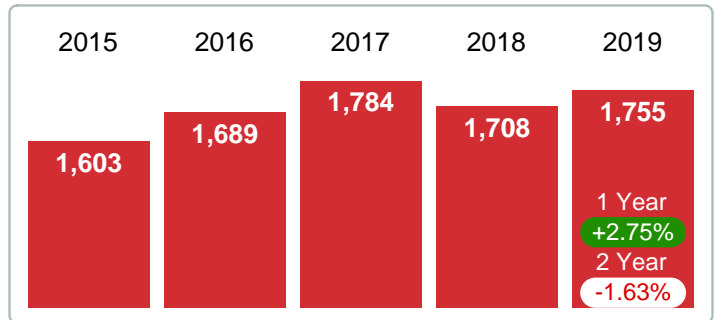
## NEW LISTINGS

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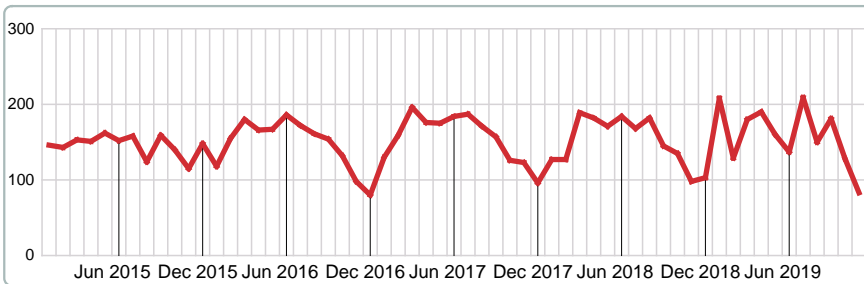
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

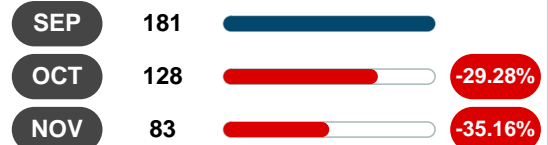


### 3 MONTHS

5 year NOV AVG = 103

High Jul 2019 209 Low Dec 2016 80

New Listings this month at **83**  
below the 5 yr NOV average of **103**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$130,000 and less	8	9.64%	1	4	3	0
\$130,001 - \$160,000	11	13.25%	0	11	0	0
\$160,001 - \$190,000	12	14.46%	1	9	2	0
\$190,001 - \$240,000	17	20.48%	1	7	9	0
\$240,001 - \$350,000	15	18.07%	0	5	9	1
\$350,001 - \$540,000	10	12.05%	0	1	8	1
\$540,001 and up	10	12.05%	5	0	2	3
<b>Total New Listed Units</b>	<b>83</b>		<b>8</b>	<b>37</b>	<b>33</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>31,078,283</b>	<b>100%</b>	<b>10.29M</b>	<b>6.55M</b>	<b>9.44M</b>	<b>4.80M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$1,286,508</b>	<b>\$177,042</b>	<b>\$285,935</b>	<b>\$959,960</b>



# November 2019

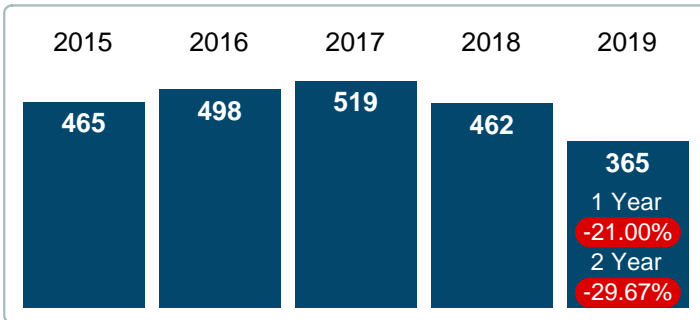
Area Delimited by School District Owasso - Sch Dist (11)



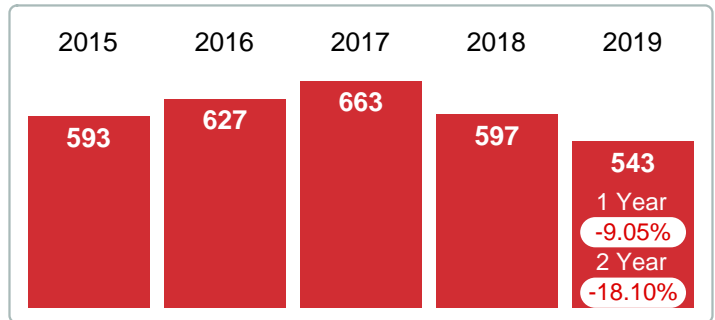
## ACTIVE INVENTORY

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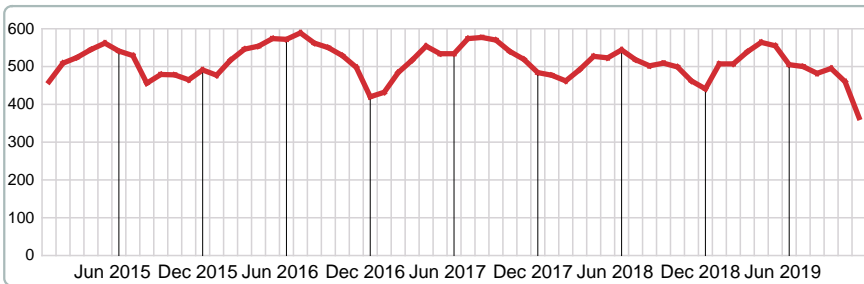
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

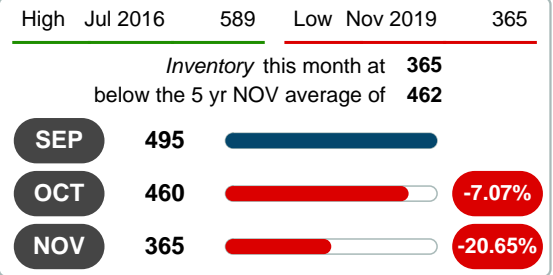


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 462



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	8.49%	76.9	18	11	2	0
\$75,001 - \$125,000	44	12.05%	72.8	40	2	2	0
\$125,001 - \$175,000	54	14.79%	97.0	39	13	2	0
\$175,001 - \$325,000	96	26.30%	80.6	23	25	44	4
\$325,001 - \$400,000	45	12.33%	85.1	6	14	23	2
\$400,001 - \$1,000,000	59	16.16%	77.4	12	5	37	5
\$1,000,001 and up	36	9.86%	96.7	27	0	2	7
Total Active Inventory by Units			365	165	70	112	18
Total Active Inventory by Volume			142,663,076	70.82M	16.02M	40.70M	15.13M
Average Active Inventory Listing Price			\$390,858	\$429,187	\$228,813	\$363,380	\$840,650

# November 2019



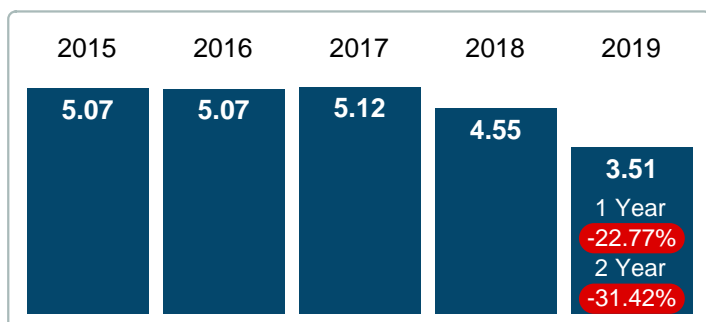
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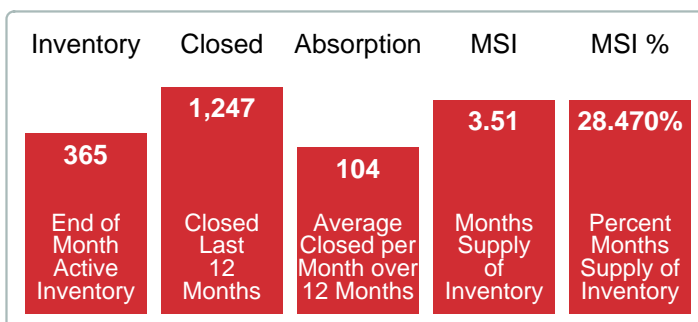
## MONTHS SUPPLY of INVENTORY (MSI)

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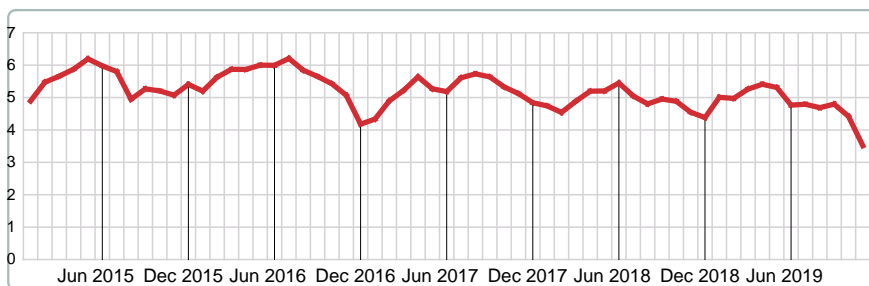
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

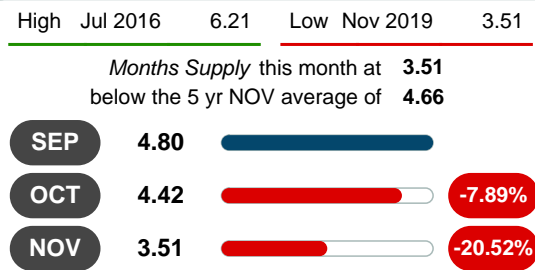


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.66



### 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
\$75,000 and less	31	8.49%	2.13	7.20	1.50	0.49	0.00
\$75,001 - \$125,000	44	12.05%	7.65	20.87	0.57	6.00	0.00
\$125,001 - \$175,000	54	14.79%	1.91	29.25	0.57	0.51	0.00
\$175,001 - \$325,000	96	26.30%	2.42	30.67	1.71	1.93	2.40
\$325,001 - \$400,000	45	12.33%	6.21	72.00	15.27	4.00	4.00
\$400,001 - \$1,000,000	59	16.16%	7.45	0.00	15.00	7.05	2.14
\$1,000,001 and up	36	9.86%	86.40	324.00	0.00	12.00	42.00
Market Supply of Inventory (MSI)			3.51	24.75	1.41	2.65	3.38
Total Active Inventory by Units		100%	365	165	70	112	18

# November 2019



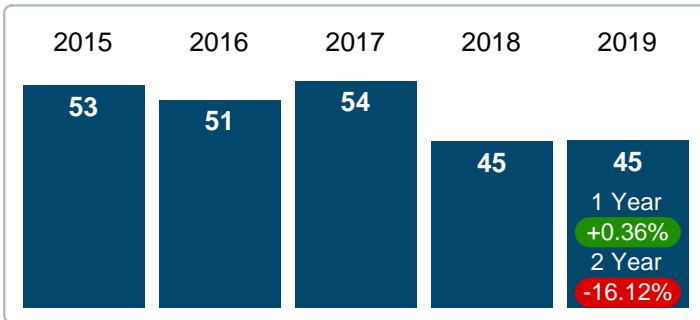
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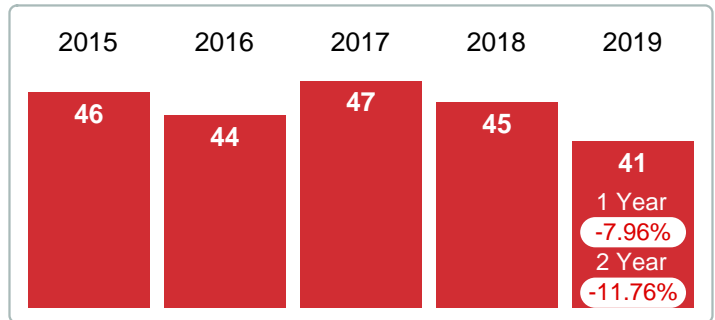
## AVERAGE DAYS ON MARKET TO SALE

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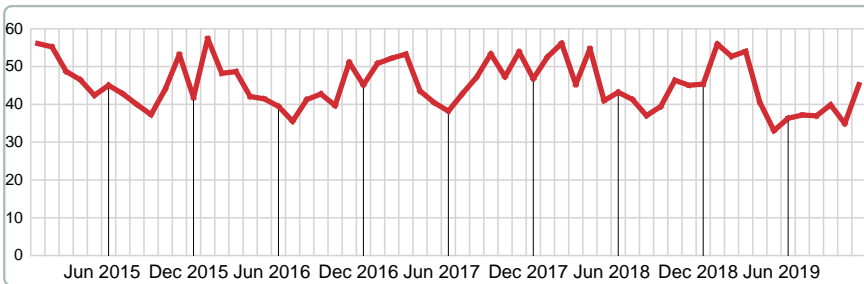
### NOVEMBER



### YEAR TO DATE (YTD)

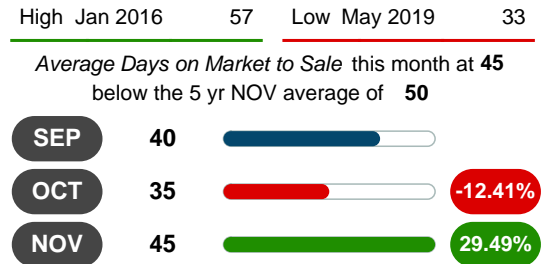


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 50



### 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-\$125,000	11	13.75%	34	34	26	51	0
\$125,001-\$150,000	10	12.50%	28	24	31	7	0
\$150,001-\$225,000	25	31.25%	31	0	33	25	0
\$225,001-\$300,000	16	20.00%	59	0	42	62	0
\$300,001-\$450,000	10	12.50%	52	0	85	41	73
\$450,001 and up	8	10.00%	92	0	104	112	75
Average Closed DOM			45	29	35	51	74
Total Closed Units		100%	45	2	36	36	6
Total Closed Volume			19,401,772	148.20K	5.84M	10.38M	3.03M

# November 2019



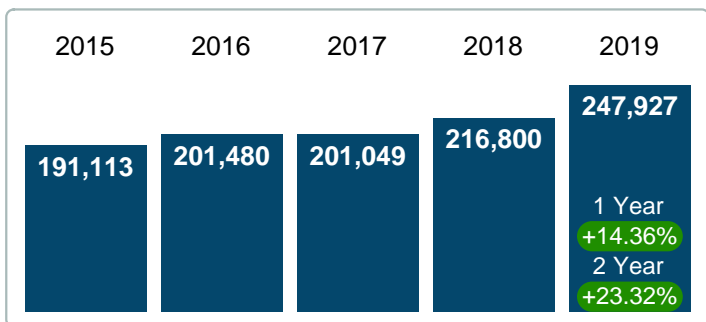
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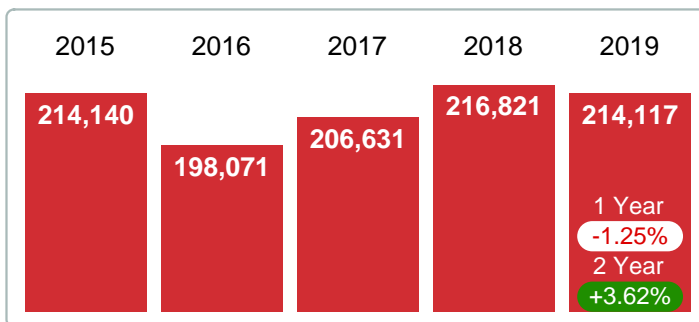
## AVERAGE LIST PRICE AT CLOSING

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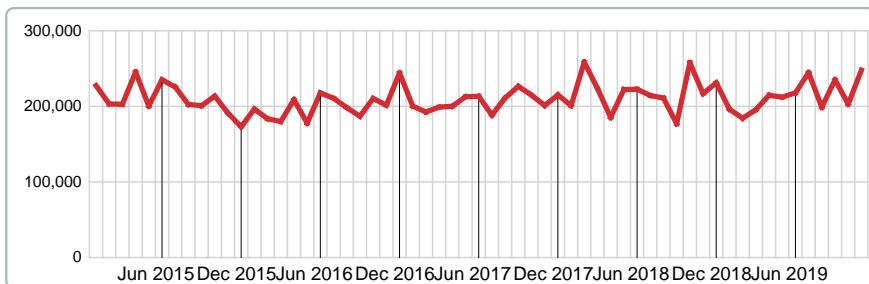
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

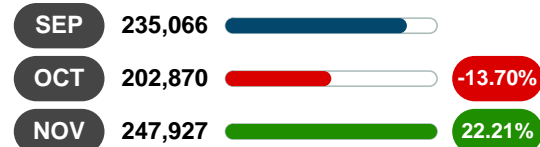


### 3 MONTHS

5 year NOV AVG = 211,674

High Feb 2018 258,492 Low Dec 2015 172,933

Average List Price at Closing this month at **247,927**  
above the 5 yr NOV average of **211,674**



### 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-\$125,000	11	13.75%	23,848	1,200	36,561	1,733	0
\$125,001-\$150,000	7	8.75%	139,257	157,000	145,275	145,000	0
\$150,001-\$225,000	28	35.00%	177,218	0	172,882	191,713	0
\$225,001-\$300,000	15	18.75%	262,713	0	249,900	267,914	0
\$300,001-\$450,000	11	13.75%	374,506	0	379,900	374,267	404,950
\$450,001 and up	8	10.00%	696,831	0	699,900	836,633	591,213
<b>Average List Price</b>			<b>247,927</b>	<b>79,100</b>	<b>164,909</b>	<b>293,457</b>	<b>529,125</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>247,927</b>	<b>2</b>	<b>36</b>	<b>36</b>	<b>6</b>
<b>Total Closed Volume</b>			<b>19,834,141</b>	<b>158.20K</b>	<b>5.94M</b>	<b>10.56M</b>	<b>3.17M</b>





# November 2019

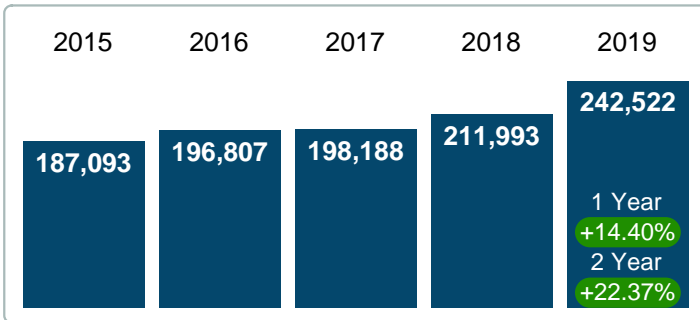
Area Delimited by School District Owasso - Sch Dist (11)



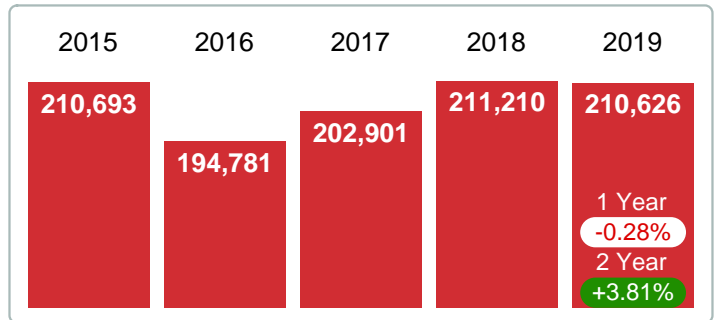
## AVERAGE SOLD PRICE AT CLOSING

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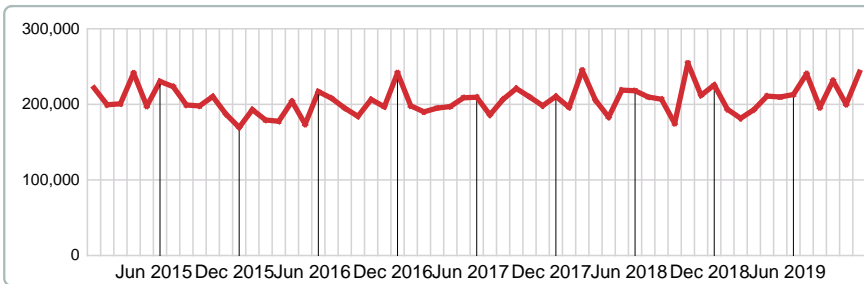
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

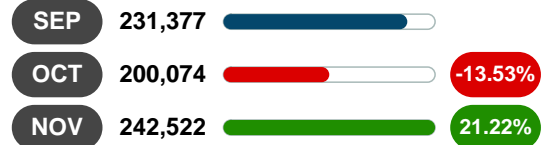


### 3 MONTHS

5 year NOV AVG = 207,321

High Oct 2018 254,377 Low Dec 2015 169,486

Average Sold Price at Closing this month at **242,522** above the 5 yr NOV average of **207,321**



### 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-\$125,000	11	13.75%	23,830	1,200	36,532	1,733	0
\$125,001-\$150,000	10	12.50%	142,140	147,000	140,988	146,500	0
\$150,001-\$225,000	25	31.25%	176,075	0	171,154	186,531	0
\$225,001-\$300,000	16	20.00%	260,925	0	247,000	262,914	0
\$300,001-\$450,000	10	12.50%	375,912	0	379,900	371,474	389,450
\$450,001 and up	8	10.00%	672,807	0	675,000	817,500	563,739
<b>Average Sold Price</b>			<b>242,522</b>	<b>74,100</b>	<b>162,282</b>	<b>288,266</b>	<b>505,643</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>242,522</b>	<b>2</b>	<b>36</b>	<b>36</b>	<b>6</b>
<b>Total Closed Volume</b>			<b>19,401,772</b>	<b>148.20K</b>	<b>5.84M</b>	<b>10.38M</b>	<b>3.03M</b>

# November 2019



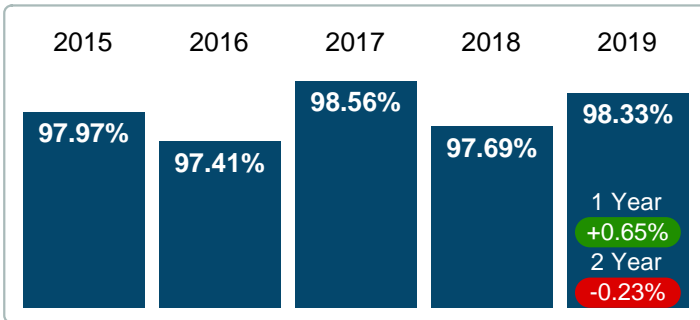
Area Delimited by School District Owasso - Sch Dist (11)



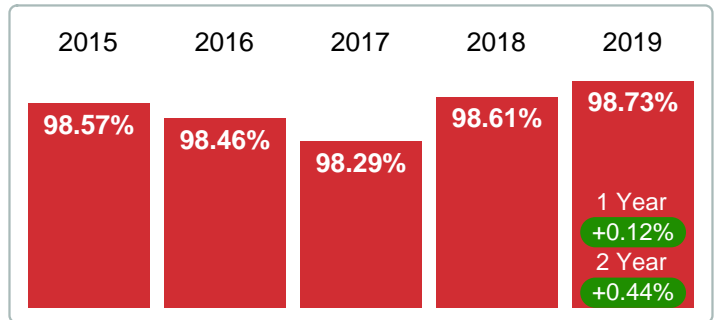
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

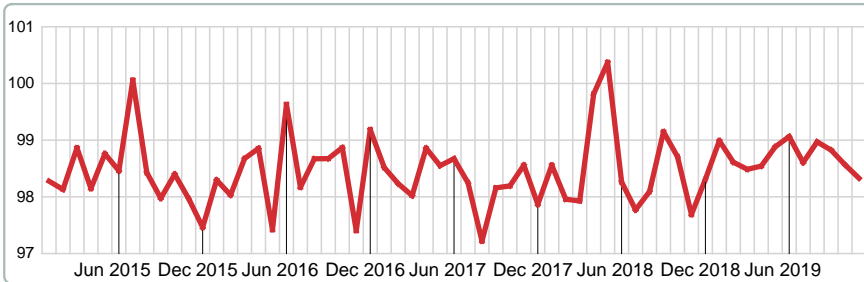
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

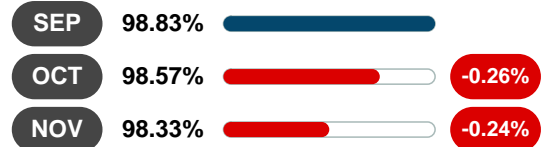


### 3 MONTHS

5 year NOV AVG = 97.99%

High May 2018 100.37% Low Aug 2017 97.22%

Average Sold/List Ratio this month at **98.33%** equal to 5 yr NOV average of **97.99%**



### 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	11	13.75%	99.99%	100.00%	99.98%	100.00%	0.00%
\$125,001	10	12.50%	97.22%	93.63%	97.19%	101.03%	0.00%
\$150,001	25	31.25%	98.67%	0.00%	99.39%	97.16%	0.00%
\$225,001	16	20.00%	98.23%	0.00%	98.90%	98.13%	0.00%
\$300,001	10	12.50%	98.73%	0.00%	100.00%	99.24%	96.29%
\$450,001 and up	8	10.00%	96.06%	0.00%	96.44%	97.21%	95.10%
Average Sold/List Ratio		98.30%		96.82%	98.92%	98.29%	95.50%
Total Closed Units		80	100%	2	36	36	6
Total Closed Volume		19,401,772		148.20K	5.84M	10.38M	3.03M

# November 2019



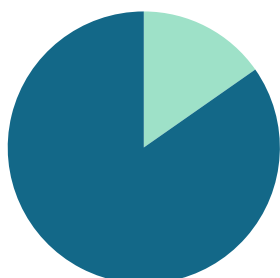
Area Delimited by School District Owasso - Sch Dist (11)



## MARKET SUMMARY

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

### INVENTORY

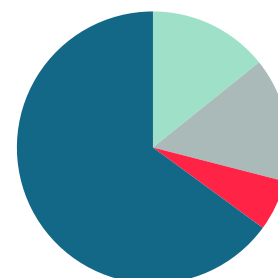


**Inventory**  
 New Listings  
**83 = 15.29%**  
 Start Inventory  
**460**  
 Total Inventory Units  
**543**  
 Volume  
**\$199,746,165**

### Market Activity

Closed Sales  
**80 = 14.23%**  
 Pending Sales  
**83 = 14.77%**  
 Other Off Market  
**34 = 6.05%**  
 Active Inventory  
**365 = 64.95%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	82	80	-2.44%	1,140	1,179	3.42%
Pending Sales	55	83	50.91%	1,070	1,122	4.86%
New Listings	98	83	-15.31%	1,708	1,755	2.75%
Average List Price	216,800	247,927	14.36%	216,821	214,117	-1.25%
Average Sale Price	211,993	242,522	14.40%	211,210	210,626	-0.28%
Average Percent of Selling Price to List Price	97.69%	98.33%	0.65%	98.61%	98.73%	0.12%
Average Days on Market to Sale	45.05	45.21	0.36%	44.74	41.18	-7.96%
Monthly Inventory	463	365	-21.17%	463	365	-21.17%
Months Supply of Inventory	4.56	3.51	-22.94%	4.56	3.51	-22.94%

**Absorption:** Last 12 months, an Average of **104** Sales/Month

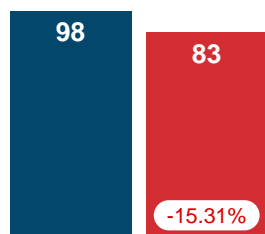
**Inventory** on November 30, 2019 = **365**

**2018** **2019**

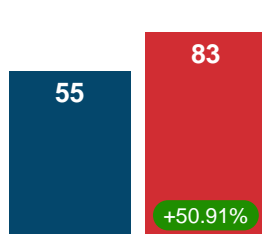
### NOVEMBER MARKET

### AVERAGE PRICES

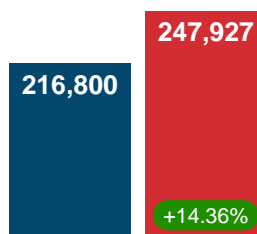
#### New Listings



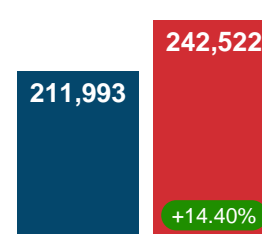
#### Pending Listings



#### List Price



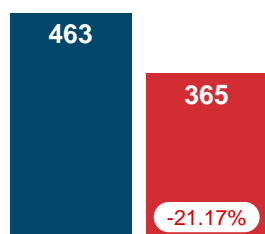
#### Sale Price



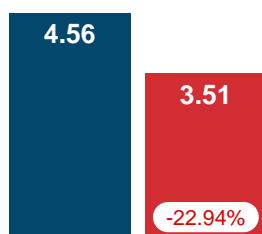
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

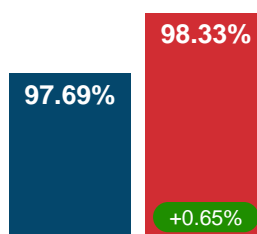
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

