



# November 2019

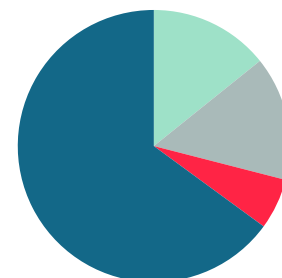
Area Delimited by School District Owasso - Sch Dist (11)



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	82	80	-2.44%
Pending Listings	55	83	50.91%
New Listings	98	83	-15.31%
Median List Price	208,800	194,250	-6.97%
Median Sale Price	200,175	187,048	-6.56%
Median Percent of Selling Price to List Price	98.42%	98.82%	0.41%
Median Days on Market to Sale	30.00	32.50	8.33%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.56%** in November 2019 to \$187,048 versus the previous year at \$200,175.

#### Median Days on Market Lengthens

The median number of **32.50** days that homes spent on the market before selling increased by 2.50 days or **8.33%** in November 2019 compared to last year's same month at **30.00** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Median Prices falling 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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)

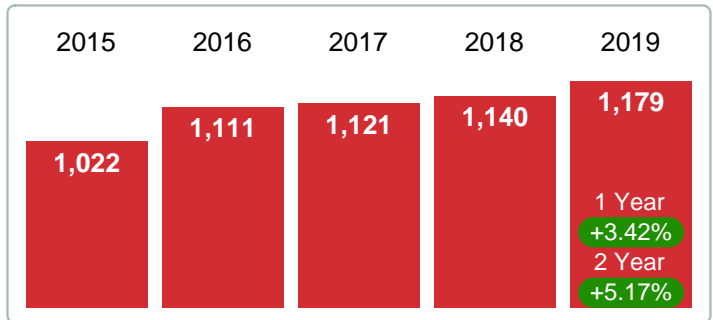
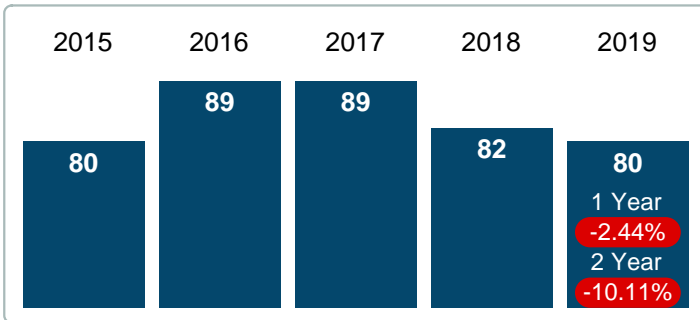


## CLOSED LISTINGS

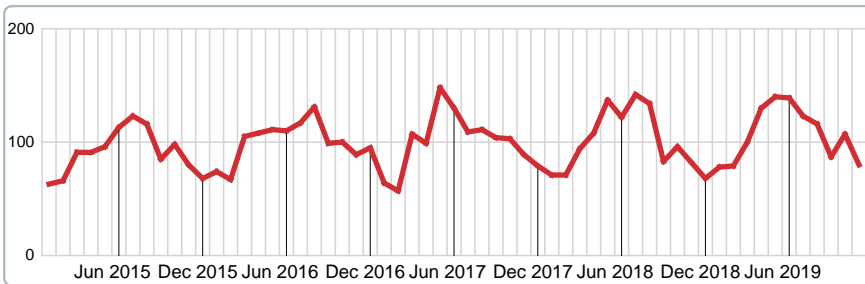
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### NOVEMBER

### YEAR TO DATE (YTD)

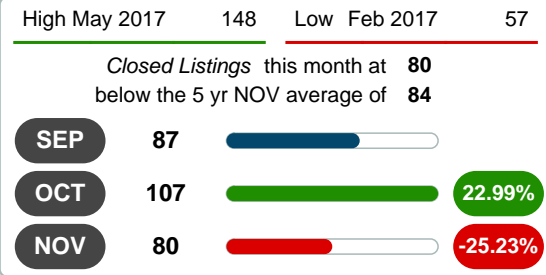


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 84



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	34.0	1	7	3	0
\$125,001-\$150,000	10	12.50%	20.0	1	8	1	0
\$150,001-\$225,000	25	31.25%	24.0	0	17	8	0
\$225,001-\$300,000	16	20.00%	52.0	0	2	14	0
\$300,001-\$450,000	10	12.50%	27.5	0	1	7	2
\$450,001 and up	8	10.00%	101.5	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>32.5</b>	<b>148.20K</b>	<b>5.84M</b>	<b>10.38M</b>	<b>3.03M</b>
<b>Median Closed Price</b>	<b>\$187,048</b>			<b>\$74,100</b>	<b>\$157,000</b>	<b>\$248,400</b>	<b>\$480,000</b>

# November 2019



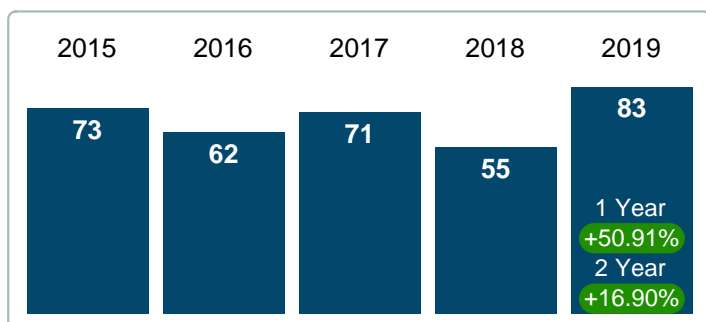
Area Delimited by School District Owasso - Sch Dist (11)



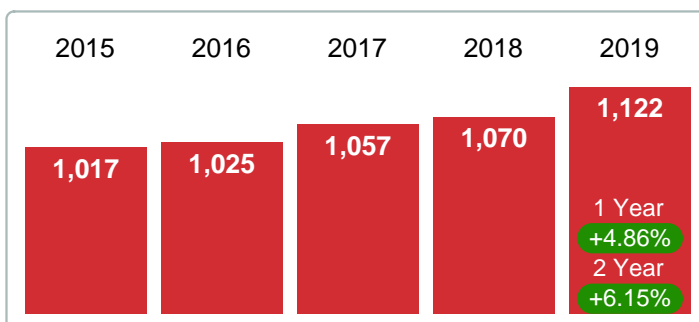
## PENDING LISTINGS

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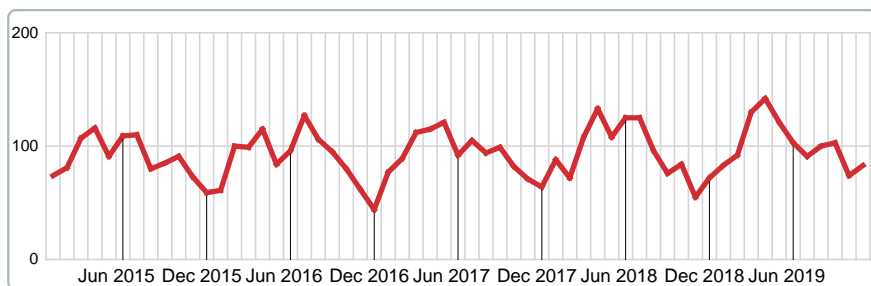
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

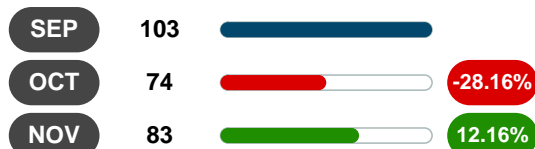


### 3 MONTHS

5 year NOV AVG = 69

High Apr 2019 142 Low Dec 2016 44

Pending Listings this month at **83**  
above the 5 yr NOV average of **69**



### 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	9.64%	70.5	4	2	2	0
\$125,001 - \$150,000	10	12.05%	44.5	2	8	0	0
\$150,001 - \$175,000	13	15.66%	29.0	2	8	3	0
\$175,001 - \$225,000	16	19.28%	14.5	2	7	7	0
\$225,001 - \$325,000	17	20.48%	26.0	1	9	6	1
\$325,001 - \$425,000	10	12.05%	50.5	0	2	4	4
\$425,001 and up	9	10.84%	88.0	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>34.0</b>	<b>1.57M</b>	<b>6.91M</b>	<b>8.53M</b>	<b>2.86M</b>
<b>Median Listing Price</b>	<b>\$199,999</b>			<b>\$150,000</b>	<b>\$176,950</b>	<b>\$249,900</b>	<b>\$405,000</b>

# November 2019



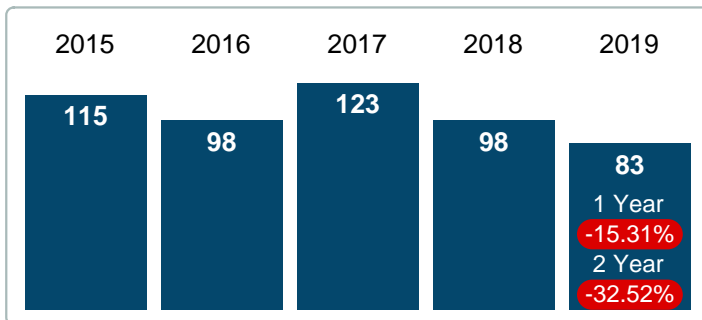
Area Delimited by School District Owasso - Sch Dist (11)



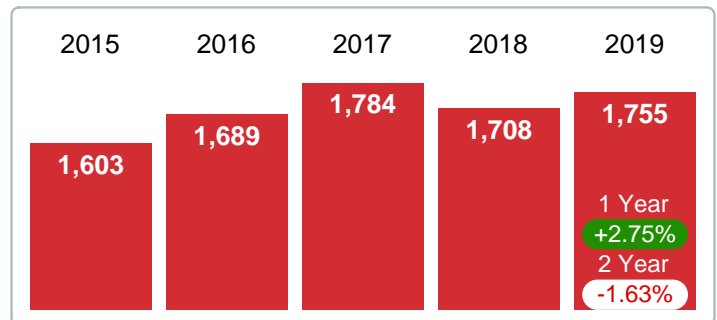
## NEW LISTINGS

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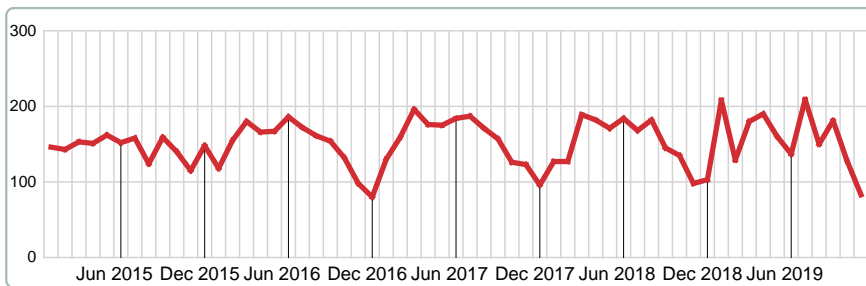
### NOVEMBER



### YEAR TO DATE (YTD)

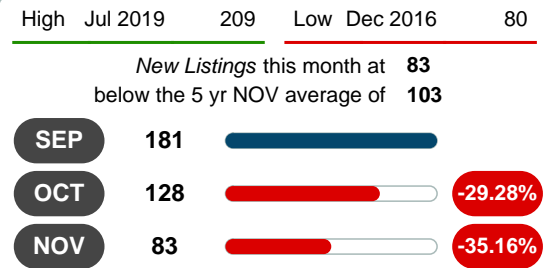


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 103



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	9.64%	1	4	3	0
\$125,001 - \$150,000	6	7.23%	0	6	0	0
\$150,001 - \$175,000	9	10.84%	1	8	0	0
\$175,001 - \$225,000	20	24.10%	1	11	8	0
\$225,001 - \$350,000	20	24.10%	0	7	12	1
\$350,001 - \$525,000	10	12.05%	0	1	8	1
\$525,001 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>Median New Listed Listing Price</b>	<b>\$224,900</b>		<b>\$711,530</b>	<b>\$177,000</b>	<b>\$263,000</b>	<b>\$624,900</b>

# November 2019



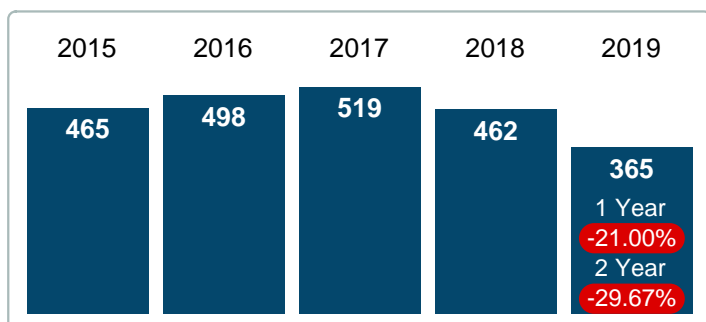
Area Delimited by School District Owasso - Sch Dist (11)



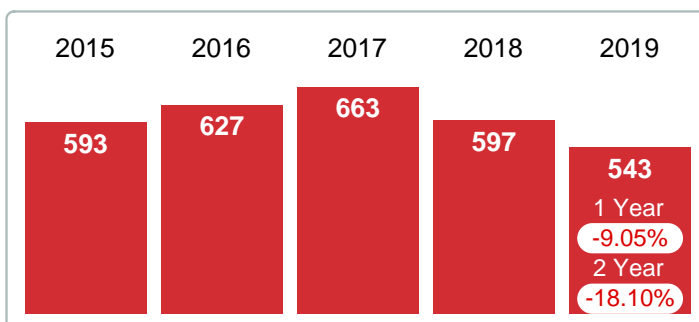
## ACTIVE INVENTORY

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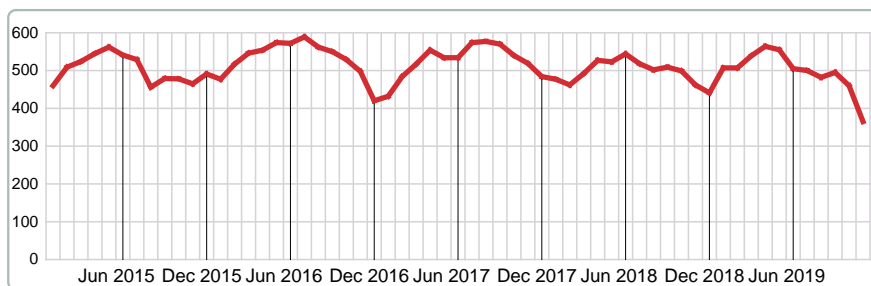
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

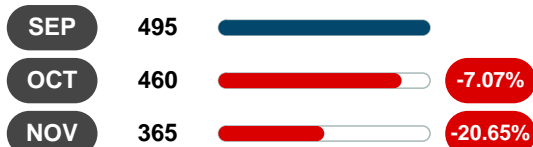


### 3 MONTHS

5 year NOV AVG = 462

High Jul 2016 589 Low Nov 2019 365

Inventory this month at **365**  
below the 5 yr NOV average of **462**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	8.49%	65.0	18	11	2	0
\$75,001 - \$125,000	44	12.05%	65.0	40	2	2	0
\$125,001 - \$175,000	54	14.79%	125.0	39	13	2	0
\$175,001 - \$325,000	96	26.30%	71.5	23	25	44	4
\$325,001 - \$400,000	45	12.33%	79.0	6	14	23	2
\$400,001 - \$1,000,000	59	16.16%	78.0	12	5	37	5
\$1,000,001 and up	36	9.86%	110.0	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
Median Active Inventory Listing Price			\$250,000	\$175,000	\$216,250	\$359,500	\$599,950



# November 2019

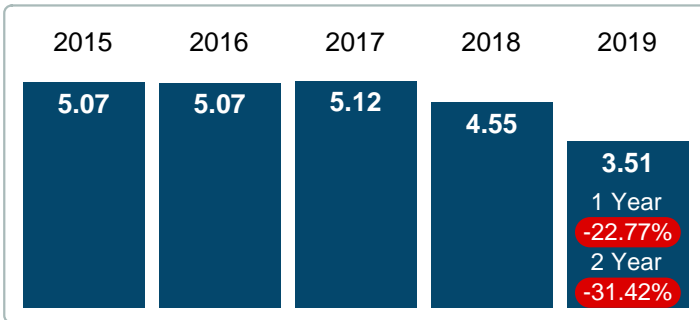
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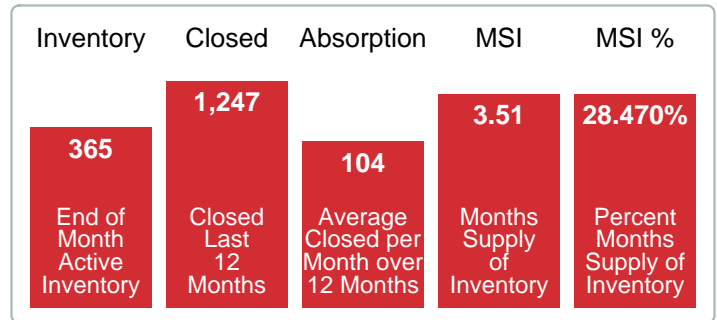
## MONTHS SUPPLY of INVENTORY (MSI)

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

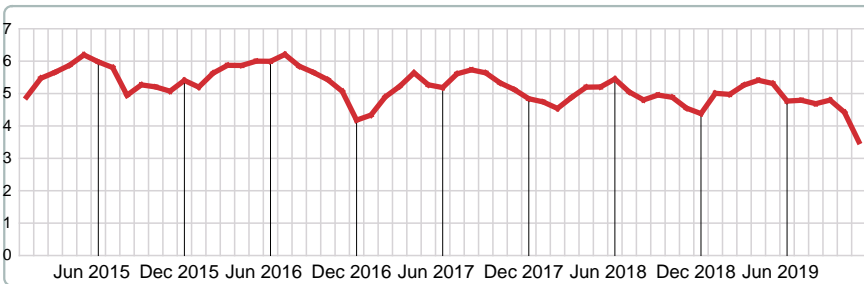
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

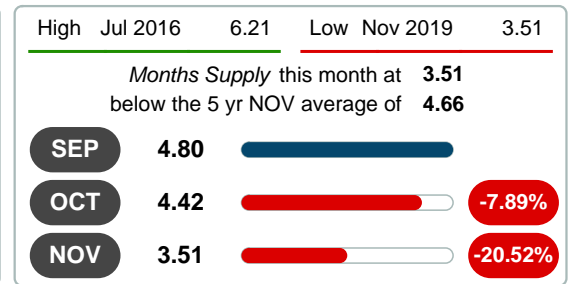


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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

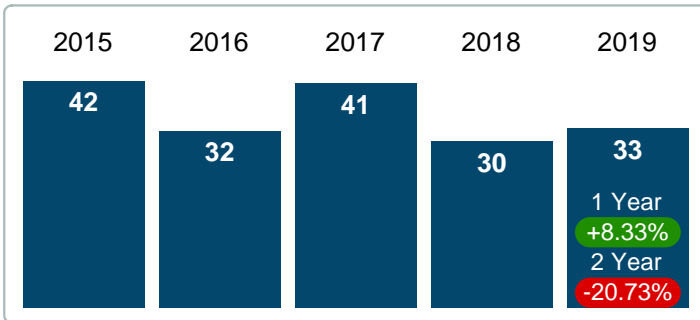
Area Delimited by School District Owasso - Sch Dist (11)



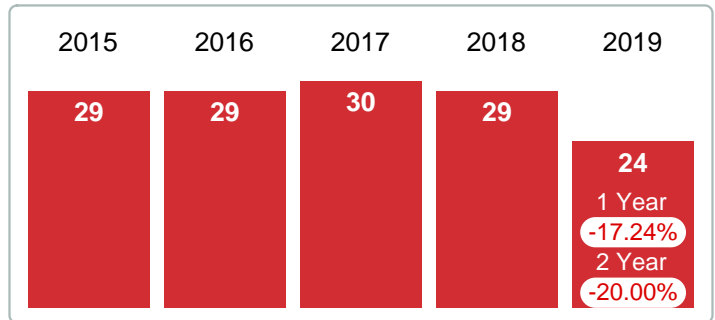
## MEDIAN DAYS ON MARKET TO SALE

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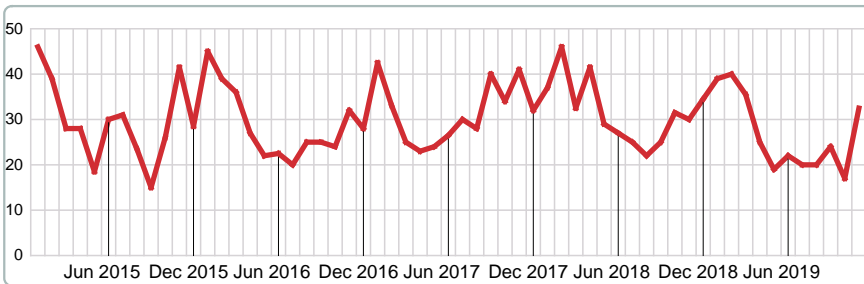
### NOVEMBER



### YEAR TO DATE (YTD)

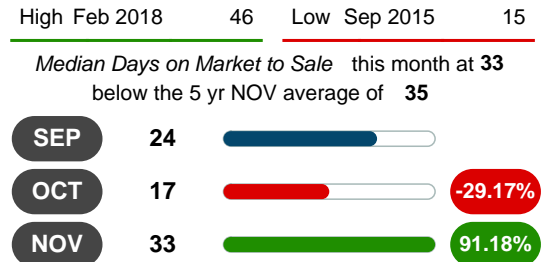


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### 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%	110	0	0	0	0
\$1-\$125,000	11	13.75%	34	34	29	49	0
\$125,001-\$150,000	10	12.50%	20	24	20	7	0
\$150,001-\$225,000	25	31.25%	24	0	24	18	0
\$225,001-\$300,000	16	20.00%	52	0	42	52	0
\$300,001-\$450,000	10	12.50%	28	0	85	6	73
\$450,001 and up	8	10.00%	102	0	104	132	82
Median Closed DOM			33	29	27	44	82
Total Closed Units		100%	32.5	2	36	36	6
Total Closed Volume			19,401,772	148.20K	5.84M	10.38M	3.03M



# November 2019

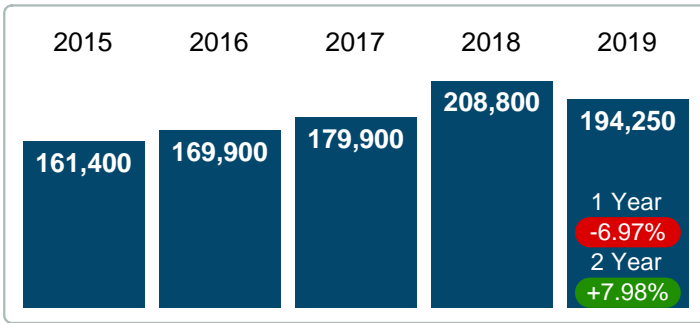
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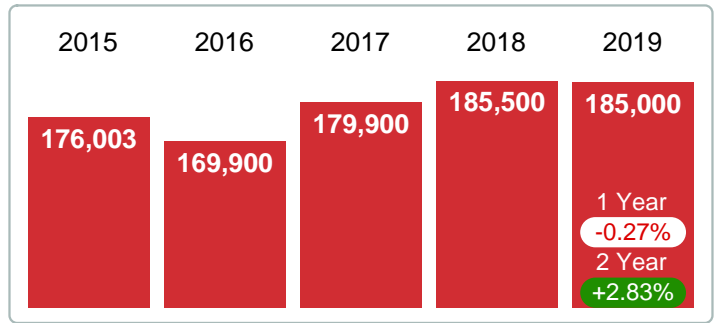
## MEDIAN LIST PRICE AT CLOSING

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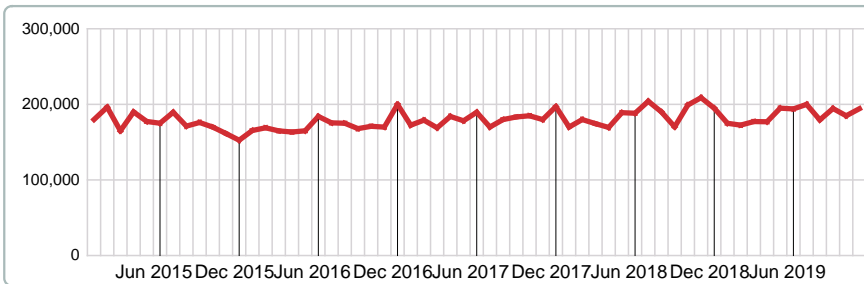
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

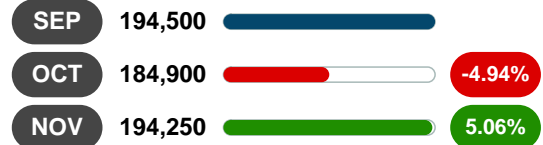


### 3 MONTHS

5 year NOV AVG = 182,850

High Nov 2018 208,800 Low Dec 2015 152,575

Median List Price at Closing this month at **194,250**  
above the 5 yr NOV average of **182,850**



### 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%	102	0	0	0	0
\$1	11	13.75%	1,325	1,200	1,325	1,450	0
\$125,001 - \$150,000	7	8.75%	140,000	0	139,950	145,000	0
\$150,001 - \$225,000	28	35.00%	174,950	157,000	165,900	189,750	0
\$225,001 - \$300,000	15	18.75%	255,000	0	249,900	255,000	0
\$300,001 - \$450,000	11	13.75%	379,900	0	379,900	367,568	404,950
\$450,001 and up	8	10.00%	600,000	0	699,900	484,999	600,000
Median List Price			194,250	79,100	159,450	252,450	517,450
Total Closed Units		100%	194,250	2	36	36	6
Total Closed Volume			19,834,141	158.20K	5.94M	10.56M	3.17M



# November 2019



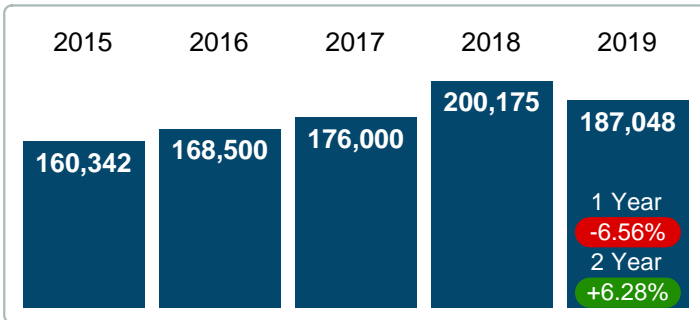
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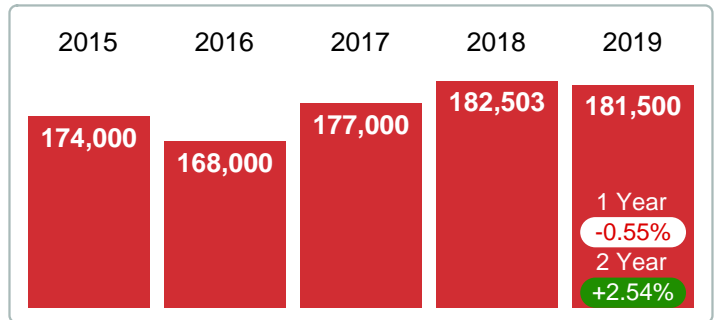
## MEDIAN SOLD PRICE AT CLOSING

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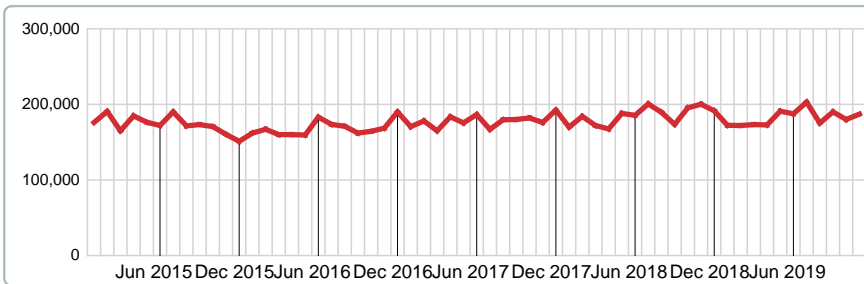
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

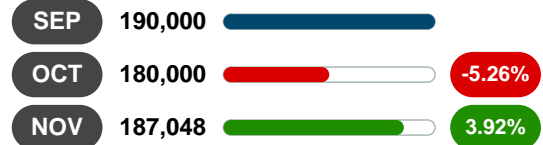


### 3 MONTHS

5 year NOV AVG = 178,413

High Jul 2019 203,000 Low Dec 2015 151,098

Median Sold Price at Closing this month at **187,048** above the 5 yr NOV average of **178,413**



### 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%	600,000	0	0	0	0
\$1	11	13.75%	1,325	1,200	1,325	1,450	0
\$125,001	10	12.50%	145,750	147,000	141,500	146,500	0
\$150,001	25	31.25%	175,000	0	167,000	184,000	0
\$225,001	16	20.00%	252,500	0	247,000	252,500	0
\$300,001	10	12.50%	380,700	0	379,900	381,500	389,450
\$450,001 and up	8	10.00%	557,500	0	675,000	467,500	557,500
Median Sold Price			187,048	74,100	157,000	248,400	480,000
Total Closed Units		100%	187,048	2	36	36	6
Total Closed Volume			19,401,772	148.20K	5.84M	10.38M	3.03M

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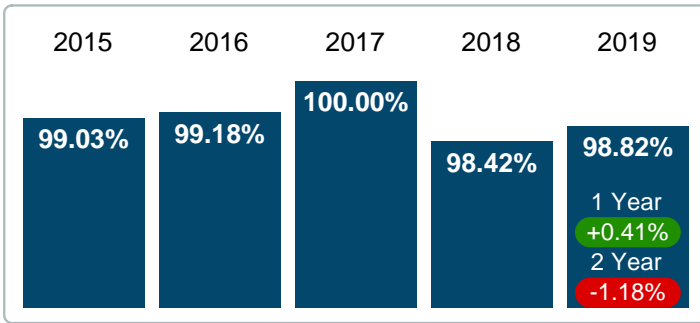
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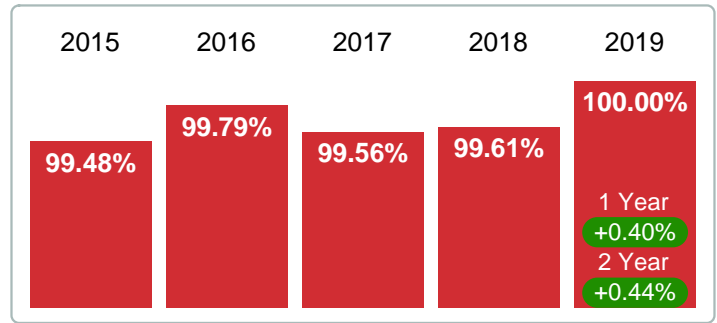
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

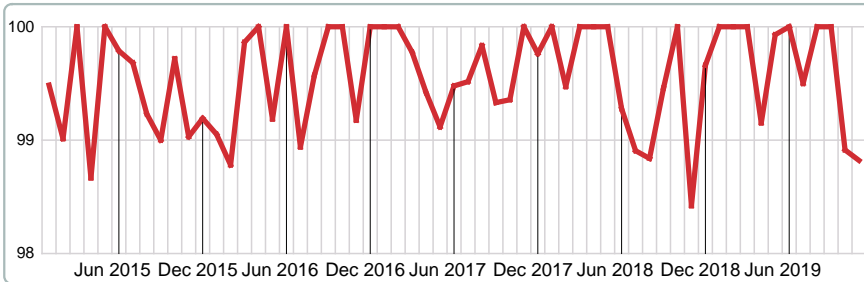
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

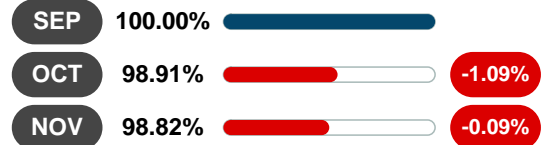


### 3 MONTHS

5 year NOV AVG = 99.09%

High Sep 2019 100.00% Low Nov 2018 98.42%

Median Sold/List Ratio this month at **98.82%**  
 equal to 5 yr NOV average of **99.09%**



## 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%	57.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$125,000	11	13.75%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001-\$150,000	10	12.50%	98.13%	93.63%	98.13%	101.03%	0.00%
\$150,001-\$225,000	25	31.25%	98.93%	0.00%	99.43%	97.20%	0.00%
\$225,001-\$300,000	16	20.00%	98.11%	0.00%	98.90%	98.01%	0.00%
\$300,001-\$450,000	10	12.50%	99.35%	0.00%	100.00%	100.00%	96.29%
\$450,001 and up	8	10.00%	96.42%	0.00%	96.44%	96.84%	94.74%
Median Sold/List Ratio		98.82%		96.82%	99.52%	98.44%	94.74%
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



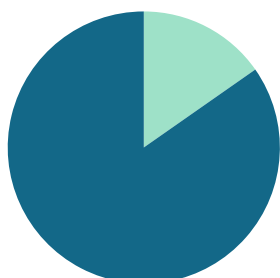
Area Delimited by School District Owasso - Sch Dist (11)



## MARKET SUMMARY

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

### INVENTORY

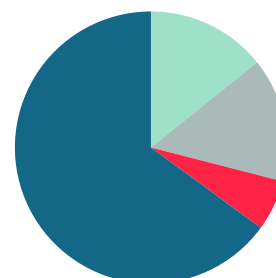


**Inventory**  
 New Listings **83 = 15.29%**  
 Start Inventory **460**  
 Total Inventory Units **543**  
 Volume **\$199,746,165**

### 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%
Median List Price	208,800	194,250	-6.97%	185,500	185,000	-0.27%
Median Sale Price	200,175	187,048	-6.56%	182,503	181,500	-0.55%
Median Percent of Selling Price to List Price	98.42%	98.82%	0.41%	99.61%	100.00%	0.40%
Median Days on Market to Sale	30.00	32.50	8.33%	29.00	24.00	-17.24%
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

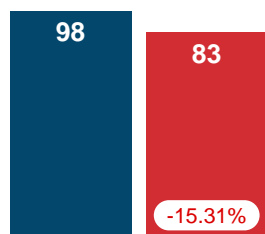
**Inventory** on November 30, 2019 = **365**

**2018** **2019**

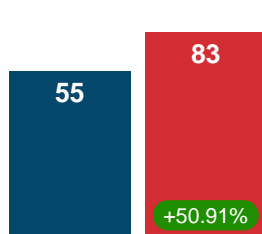
### NOVEMBER MARKET

### MEDIAN PRICES

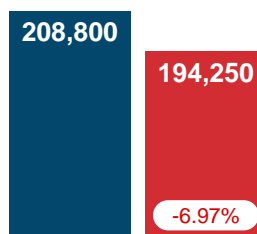
#### New Listings



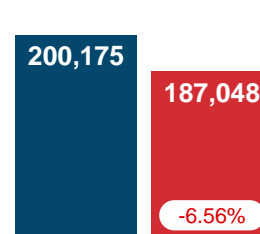
#### Pending Listings



#### List Price



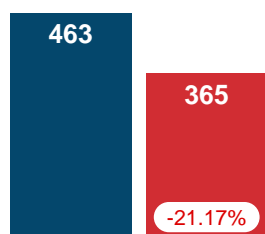
#### Sale Price



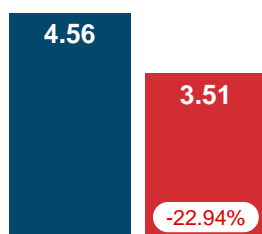
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

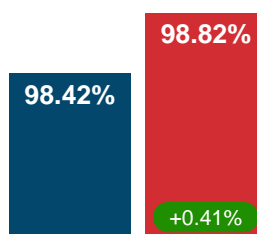
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

