



November 2019

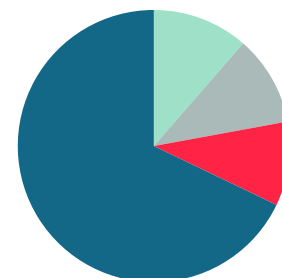
Area Delimited by Entire Tulsa All MLS



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	1,708	1,795	5.09%
Pending Listings	1,458	1,690	15.91%
New Listings	3,081	2,717	-11.81%
Average List Price	167,440	188,885	12.81%
Average Sale Price	161,310	183,041	13.47%
Average Percent of Selling Price to List Price	95.96%	96.83%	0.90%
Average Days on Market to Sale	52.11	43.57	-16.38%
End of Month Inventory	13,751	10,698	-22.20%
Months Supply of Inventory	7.17	5.38	-24.94%



■ Closed (11.39%)
■ Pending (10.72%)
■ Other OffMarket (10.01%)
■ Active (67.88%)

Absorption: Last 12 months, an Average of **1,989** Sales/Month
Active Inventory as of November 30, 2019 = **10,698**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **22.20%** to 10,698 existing homes available for sale. Over the last 12 months this area has had an average of 1,989 closed sales per month. This represents an unsold inventory index of **5.38** 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 **13.47%** in November 2019 to \$183,041 versus the previous year at \$161,310.

Average Days on Market Shortens

The average number of **43.57** days that homes spent on the market before selling decreased by 8.54 days or **16.38%** in November 2019 compared to last year's same month at **52.11** 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 2,717 New Listings in November 2019, down **11.81%** from last year at 3,081. Furthermore, there were 1,795 Closed Listings this month versus last year at 1,708, a **5.09%** increase.

Closed versus Listed trends yielded a **66.1%** ratio, up from previous year's, November 2018, at **55.4%**, a **19.17%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



November 2019

Area Delimited by Entire Tulsa All MLS

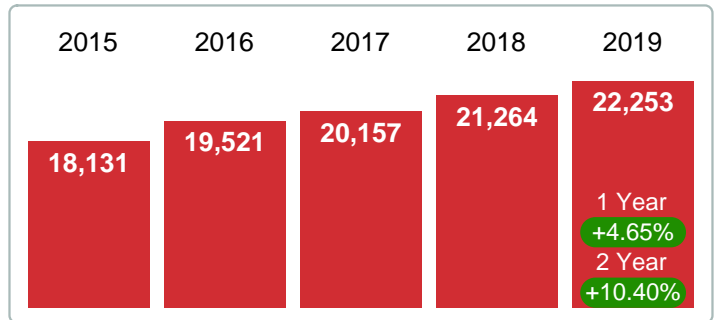
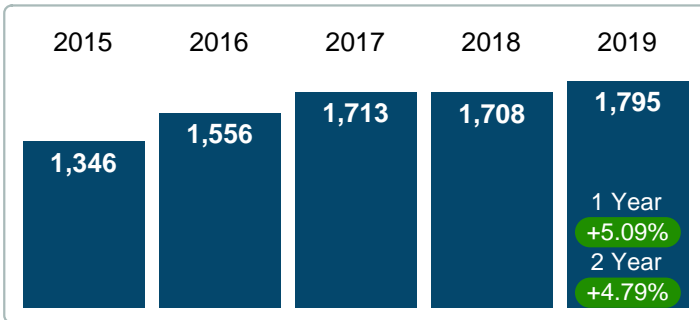


CLOSED LISTINGS

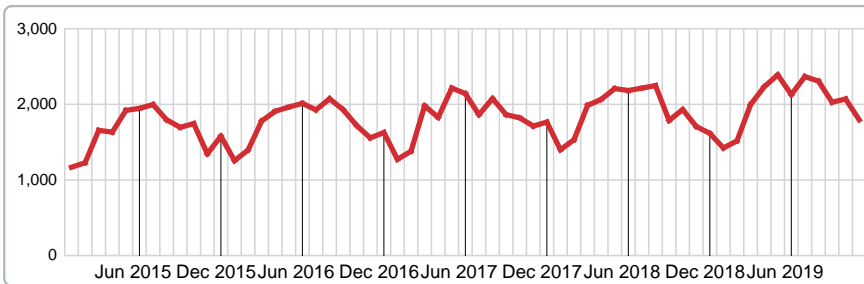
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NOVEMBER

YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

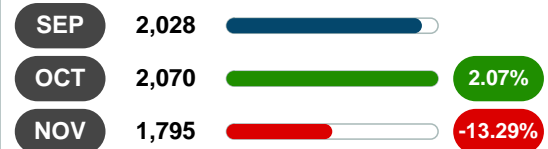


3 MONTHS

5 year NOV AVG = 1,624

High May 2019 2,390 Low Jan 2015 1,168

Closed Listings this month at 1,795 above the 5 yr NOV average of 1,624



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-\$50,000	351	19.55%	45.8	175	147	26	3
\$50,001-\$100,000	236	13.15%	40.7	93	124	15	4
\$100,001-\$175,000	536	29.86%	37.1	64	387	75	10
\$175,001-\$225,000	230	12.81%	45.6	22	130	75	3
\$225,001-\$350,000	260	14.48%	46.0	14	105	126	15
\$350,001 and up	182	10.14%	55.9	26	34	86	36
Total Closed Units	1,795			394	927	403	71
Total Closed Volume	328,559,439	100%	43.6	59.72M	136.06M	105.34M	27.44M
Average Closed Price	\$183,041			\$151,575	\$146,771	\$261,389	\$386,512



November 2019

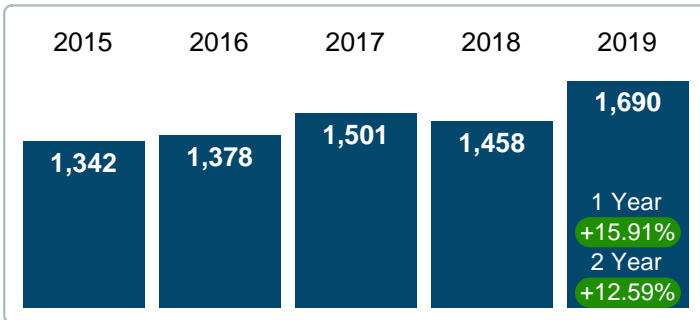
Area Delimited by Entire Tulsa All MLS



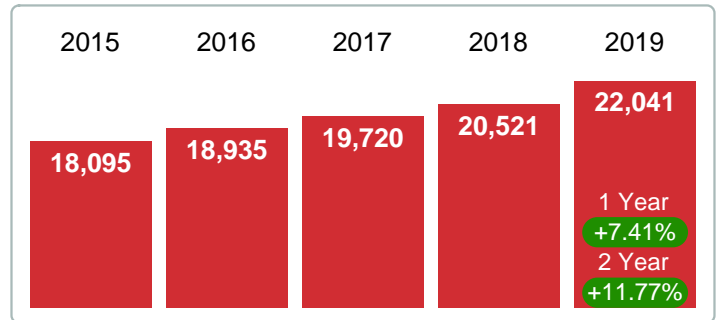
PENDING LISTINGS

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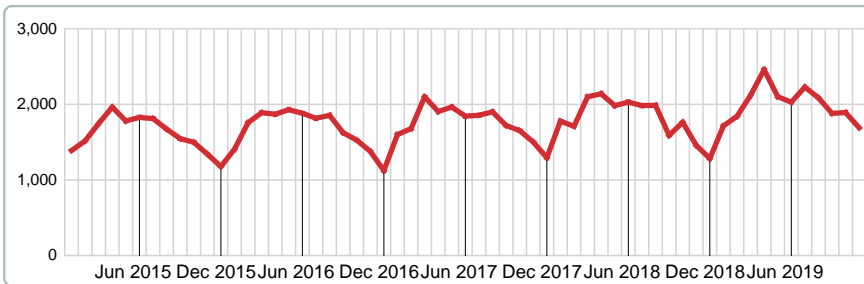
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

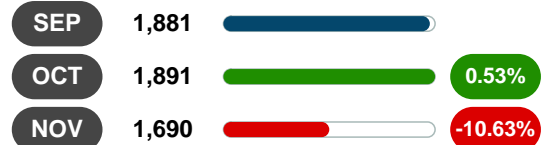


3 MONTHS

5 year NOV AVG = 1,474

High Apr 2019 2,459 Low Dec 2016 1,124

Pending Listings this month at 1,690 above the 5 yr NOV average of 1,474



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	113	6.69%	46.4	58	48	7	0
\$25,001 - \$75,000	230	13.61%	53.1	122	88	15	5
\$75,001 - \$125,000	265	15.68%	47.4	62	178	20	5
\$125,001 - \$175,000	347	20.53%	41.3	46	230	66	5
\$175,001 - \$250,000	347	20.53%	40.8	33	191	114	9
\$250,001 - \$350,000	203	12.01%	55.0	17	85	76	25
\$350,001 and up	185	10.95%	55.8	34	40	77	34
Total Pending Units	1,690			372	860	375	83
Total Pending Volume	352,173,677	100%	40.6	83.20M	142.43M	99.64M	26.90M
Average Listing Price	\$251,379			\$223,645	\$165,621	\$265,709	\$324,131



November 2019

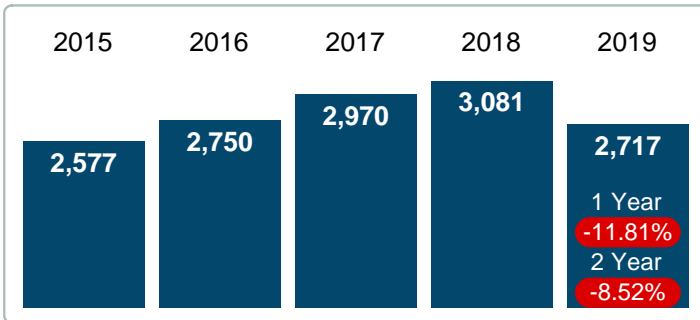
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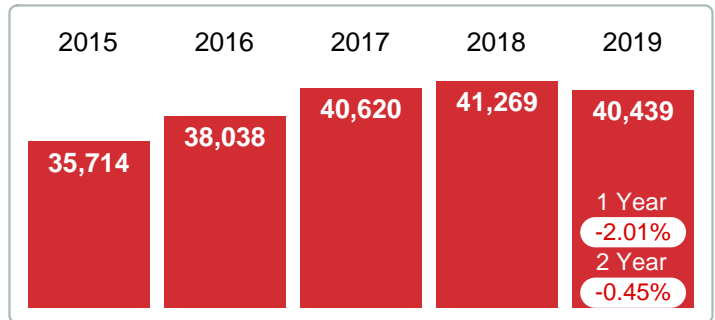
NEW LISTINGS

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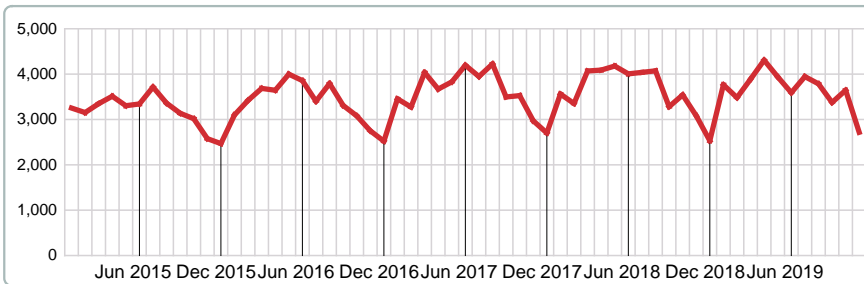
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

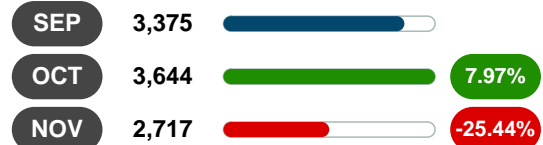


3 MONTHS

5 year NOV AVG = 2,819

High Apr 2019 4,307 Low Dec 2015 2,468

New Listings this month at **2,717**
below the 5 yr NOV average of **2,819**



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-\$25,000	386	14.21%	259	110	17	0
\$25,001-\$75,000	465	17.11%	330	114	19	2
\$75,001-\$175,000	729	26.83%	203	444	73	9
\$175,001-\$275,000	498	18.33%	67	243	172	16
\$275,001-\$425,000	340	12.51%	73	102	132	33
\$425,001 and up	299	11.00%	93	48	90	68
Total New Listed Units	2,717		1,025	1,061	503	128
Total New Listed Volume	652,871,074	100%	217.71M	182.93M	156.93M	95.30M
Average New Listed Listing Price	\$352,860		\$212,401	\$172,409	\$311,987	\$744,567



November 2019

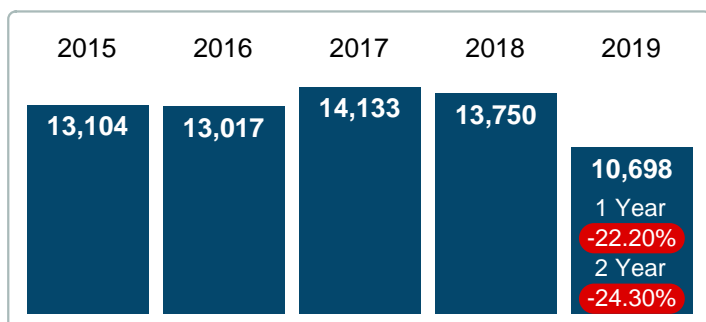
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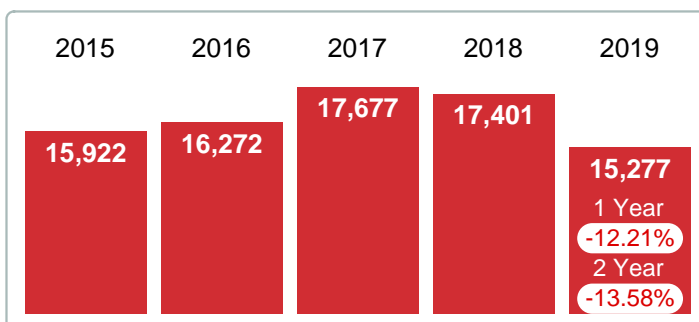
ACTIVE INVENTORY

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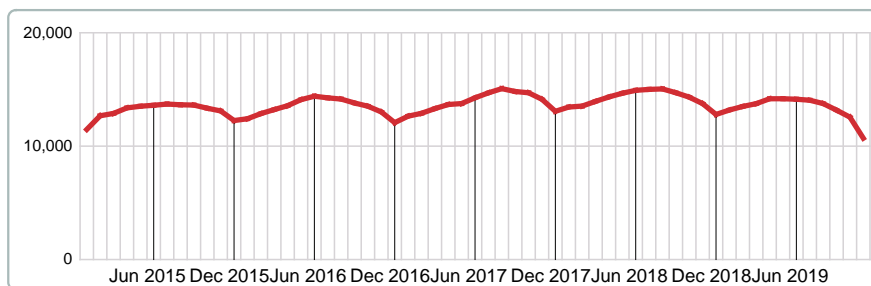
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

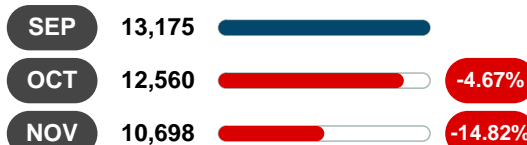


3 MONTHS

5 year NOV AVG = 12,940

High Aug 2017 15,071 Low Nov 2019 10,698

Inventory this month at **10,698**
below the 5 yr NOV average of **12,940**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$25,000	1,504	14.06%	91.7	1,260	194	46	4
\$25,001-\$75,000	1,915	17.90%	90.9	1,527	332	54	2
\$75,001-\$200,000	3,190	29.82%	81.2	1,382	1,401	381	26
\$200,001-\$300,000	1,521	14.22%	76.7	387	582	481	71
\$300,001-\$525,000	1,510	14.11%	82.4	357	362	627	164
\$525,001 and up	1,058	9.89%	90.5	425	116	284	233
Total Active Inventory by Units			10,698	5,338	2,987	1,873	500
Total Active Inventory by Volume			2,672,222,070	1.05B	597.13M	673.50M	356.37M
Average Active Inventory Listing Price			\$249,787	\$195,808	\$199,910	\$359,586	\$712,735



November 2019

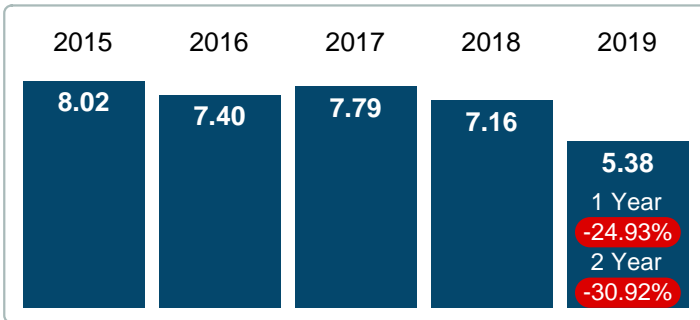
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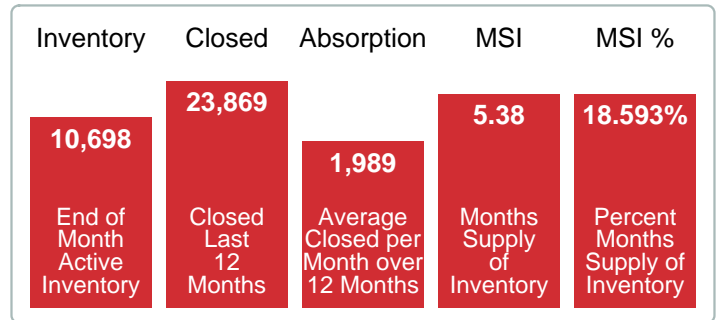
MONTHS SUPPLY of INVENTORY (MSI)

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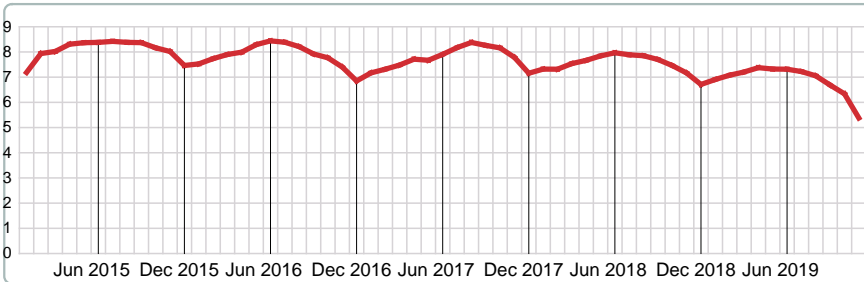
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

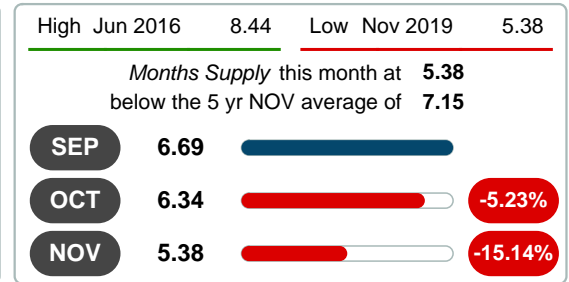


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 7.15



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
\$10,000 and less	660	6.17%	3.73	8.56	1.76	1.50	1.03
\$10,001 - \$40,000	1,455	13.60%	10.49	14.08	2.56	3.35	6.00
\$40,001 - \$90,000	1,777	16.61%	6.24	10.65	2.90	3.54	6.00
\$90,001 - \$200,000	2,717	25.40%	3.34	10.36	2.21	2.66	1.55
\$200,001 - \$320,000	1,675	15.66%	4.44	16.39	3.90	3.23	3.78
\$320,001 - \$520,000	1,334	12.47%	8.97	26.60	7.95	7.04	7.98
\$520,001 and up	1,080	10.10%	22.00	50.59	19.58	13.23	19.14
Market Supply of Inventory (MSI)			5.38	12.70	2.86	4.11	7.22
Total Active Inventory by Units		100%	5.38	5,338	2,987	1,873	500



November 2019

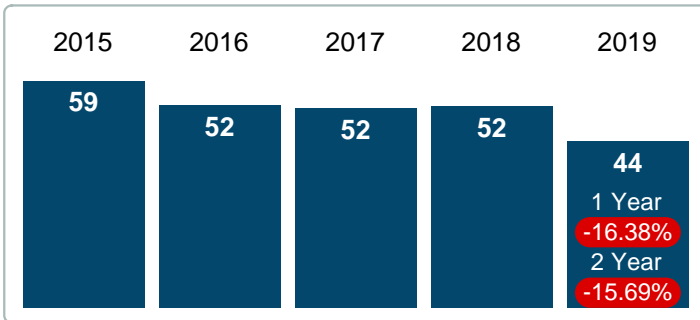
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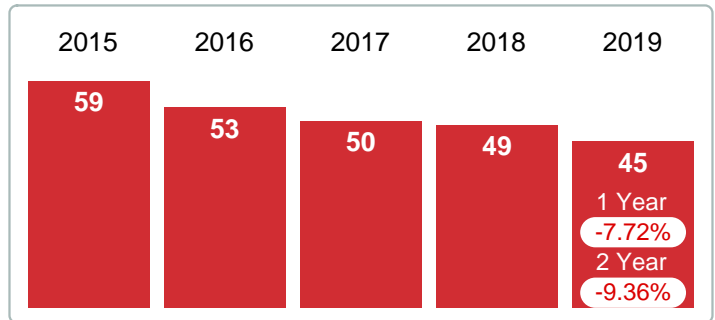
AVERAGE DAYS ON MARKET TO SALE

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

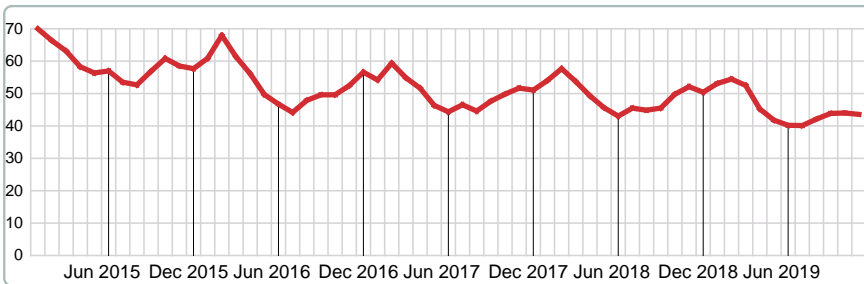
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

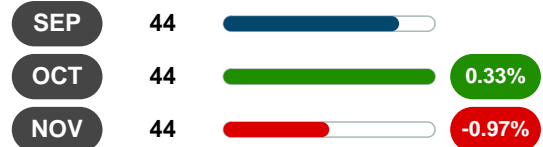


3 MONTHS

5 year NOV AVG = 52

High Jan 2015 70 Low Jul 2019 40

Average Days on Market to Sale this month at 44 below the 5 yr NOV average of 52



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-\$50,000	351	19.55%	46	53	38	45	43
\$50,001-\$100,000	236	13.15%	41	46	35	54	61
\$100,001-\$175,000	536	29.86%	37	52	35	39	25
\$175,001-\$225,000	230	12.81%	46	57	43	47	69
\$225,001-\$350,000	260	14.48%	46	46	45	44	66
\$350,001 and up	182	10.14%	56	60	51	54	61
Average Closed DOM			44	51	38	46	57
Total Closed Units		100%	44	394	927	403	71
Total Closed Volume			328,559,439	59.72M	136.06M	105.34M	27.44M



November 2019

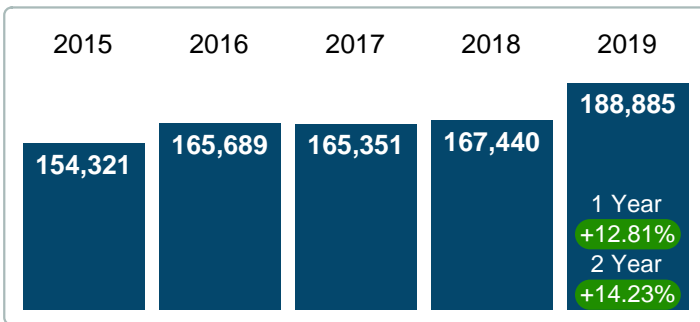
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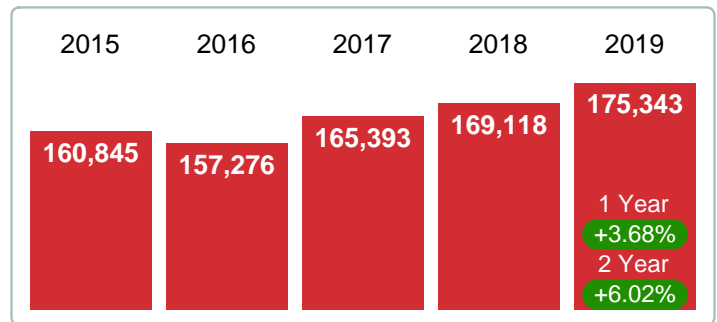
AVERAGE LIST PRICE AT CLOSING

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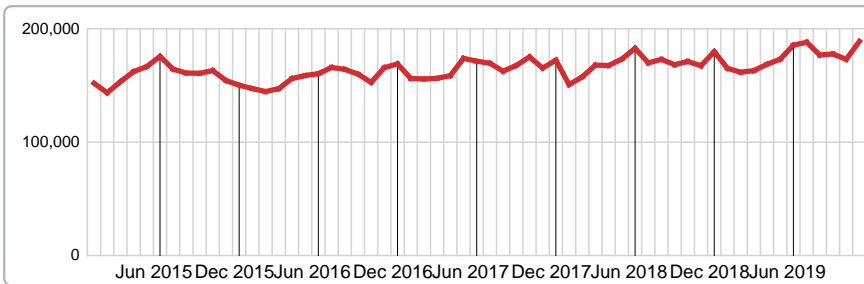
NOVEMBER



YEAR TO DATE (YTD)

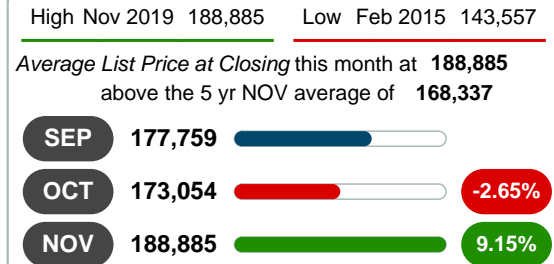


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 168,337



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	331	18.44%	18,282	26,026	15,127	18,079	37,833
\$50,001	246	13.70%	79,218	79,544	85,250	82,640	87,750
\$100,001	531	29.58%	142,757	139,218	144,613	148,135	150,480
\$175,001	230	12.81%	198,332	213,357	198,292	200,880	204,333
\$225,001	272	15.15%	275,888	293,036	272,888	280,781	293,340
\$350,001 and up	185	10.31%	632,688	1,287,380	476,450	516,630	606,970
Average List Price	188,885			160,229	150,367	267,232	406,103
Total Closed Units	1,795	100%	188,885	394	927	403	71
Total Closed Volume	339,048,458			63.13M	139.39M	107.69M	28.83M



November 2019

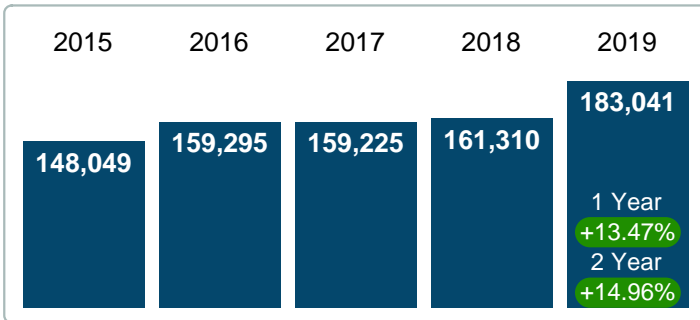
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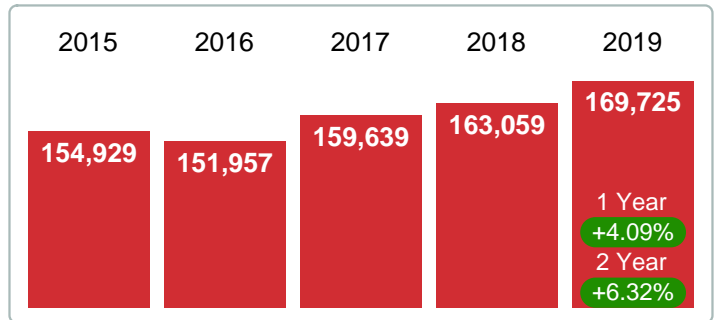
AVERAGE SOLD PRICE AT CLOSING

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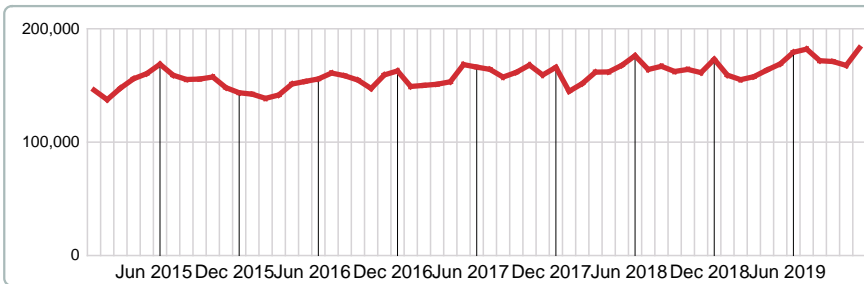
NOVEMBER



YEAR TO DATE (YTD)

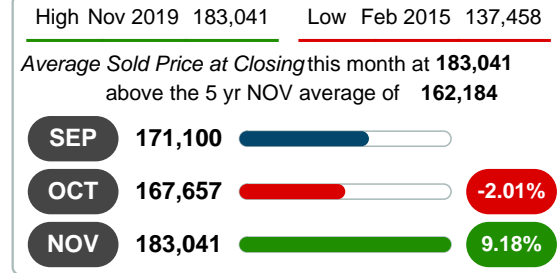


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 162,184



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 to \$50,000	351	19.55%	17,999	22,718	12,919	13,971	26,500
\$50,001 to \$100,000	236	13.15%	78,608	74,410	81,259	81,150	84,500
\$100,001 to \$175,000	536	29.86%	141,299	133,702	141,561	146,094	143,821
\$175,001 to \$225,000	230	12.81%	197,798	202,426	196,563	198,350	203,583
\$225,001 to \$350,000	260	14.48%	273,486	280,150	266,692	276,284	291,320
\$350,001 and up	182	10.14%	611,836	1,226,621	462,987	501,329	572,391
Average Sold Price			183,041	151,575	146,771	261,389	386,512
Total Closed Units		100%	1,795	394	927	403	71
Total Closed Volume			328,559,439	59.72M	136.06M	105.34M	27.44M



November 2019

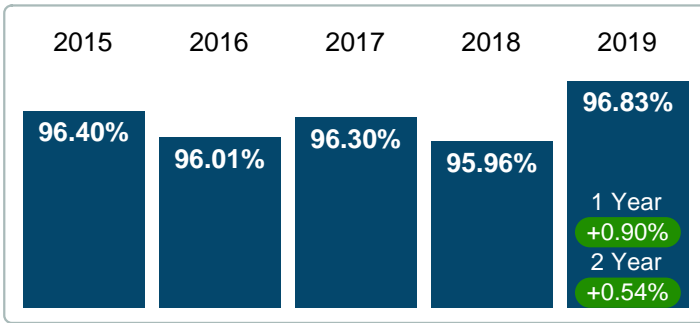
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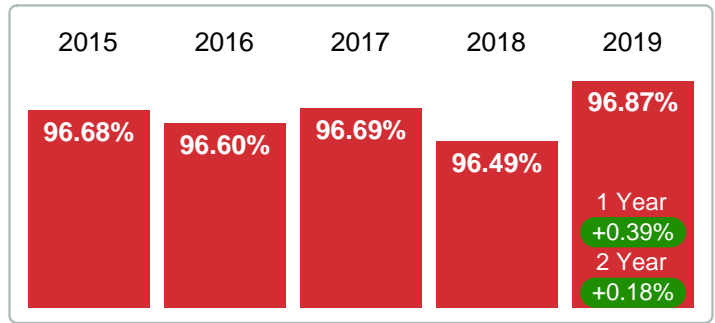
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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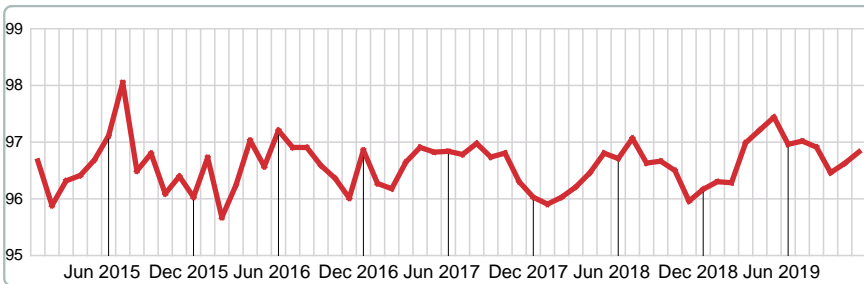
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

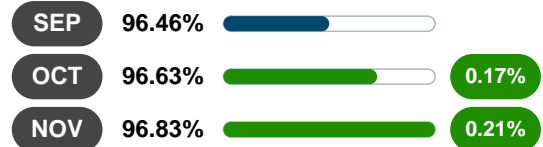


3 MONTHS

5 year NOV AVG = 96.30%

High Jul 2015 98.05% Low Feb 2016 95.67%

Average Sold/List Ratio this month at **96.83%** above the 5 yr NOV average of **96.30%**



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-\$50,000	351	19.55%	92.38%	90.47%	94.77%	91.99%	90.18%
\$50,001-\$100,000	236	13.15%	95.39%	94.22%	95.95%	97.65%	96.68%
\$100,001-\$175,000	536	29.86%	98.53%	97.64%	98.02%	102.30%	95.64%
\$175,001-\$225,000	230	12.81%	99.76%	95.31%	101.04%	98.85%	99.71%
\$225,001-\$350,000	260	14.48%	98.17%	95.79%	97.91%	98.52%	99.30%
\$350,001 and up	182	10.14%	96.62%	93.36%	97.25%	97.56%	96.15%
Average Sold/List Ratio		96.80%		93.17%	97.61%	98.63%	96.67%
Total Closed Units		1,795	100%	394	927	403	71
Total Closed Volume		328,559,439		59.72M	136.06M	105.34M	27.44M



November 2019

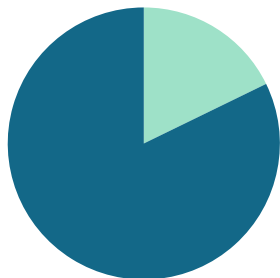
Area Delimited by Entire Tulsa All MLS



MARKET SUMMARY

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

INVENTORY

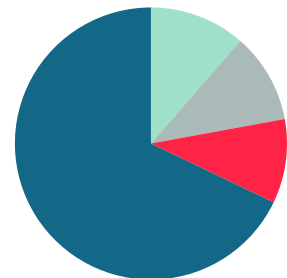


Inventory
 New Listings
2,717 = 17.78%
 Start Inventory
12,561
 Total Inventory Units
15,278
 Volume
\$3,695,460,814

Market Activity

Closed Sales
1,795 = 11.39%
 Pending Sales
1,690 = 10.72%
 Other Off Market
1,578 = 10.01%
 Active Inventory
10,698 = 67.88%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,708	1,795	5.09%	21,264	22,253	4.65%
Pending Sales	1,458	1,690	15.91%	20,521	22,041	7.41%
New Listings	3,081	2,717	-11.81%	41,269	40,439	-2.01%
Average List Price	167,440	188,885	12.81%	169,118	175,343	3.68%
Average Sale Price	161,310	183,041	13.47%	163,059	169,725	4.09%
Average Percent of Selling Price to List Price	95.96%	96.83%	0.90%	96.49%	96.87%	0.39%
Average Days on Market to Sale	52.11	43.57	-16.38%	48.69	44.93	-7.72%
Monthly Inventory	13,751	10,698	-22.20%	13,751	10,698	-22.20%
Months Supply of Inventory	7.17	5.38	-24.94%	7.17	5.38	-24.94%

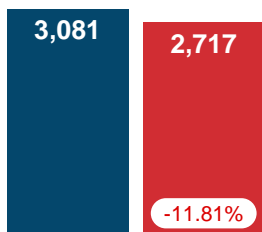
Absorption: Last 12 months, an Average of **1,989** Sales/Month

Inventory on November 30, 2019 = **10,698** 2018 2019

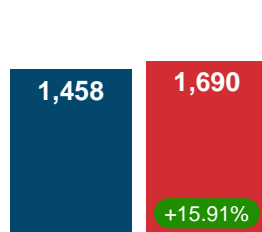
NOVEMBER MARKET

AVERAGE PRICES

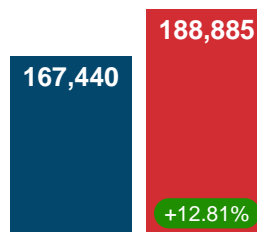
New Listings



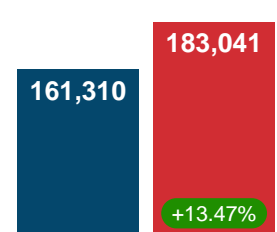
Pending Listings



List Price



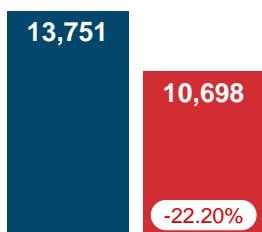
Sale Price



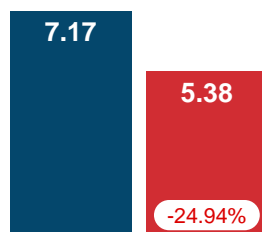
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

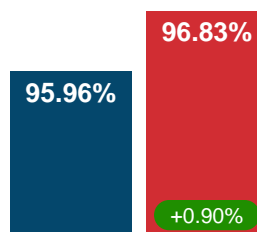
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

