



November 2019

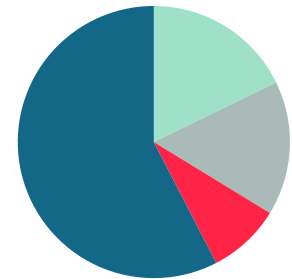
Area Delimited by School District Tulsa - Sch Dist (1)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	321	324	0.93%
Pending Listings	275	290	5.45%
New Listings	431	382	-11.37%
Average List Price	151,225	165,852	9.67%
Average Sale Price	146,299	159,741	9.19%
Average Percent of Selling Price to List Price	96.81%	96.00%	-0.84%
Average Days on Market to Sale	46.84	39.06	-16.61%
End of Month Inventory	1,615	1,048	-35.11%
Months Supply of Inventory	4.55	2.95	-35.32%



■ Closed (17.80%)
■ Pending (15.93%)
■ Other OffMarket (8.68%)
■ Active (57.58%)

Absorption: Last 12 months, an Average of **356** Sales/Month
Active Inventory as of November 30, 2019 = **1,048**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **35.11%** to 1,048 existing homes available for sale. Over the last 12 months this area has had an average of 356 closed sales per month. This represents an unsold inventory index of **2.95** 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 **9.19%** in November 2019 to \$159,741 versus the previous year at \$146,299.

Average Days on Market Shortens

The average number of **39.06** days that homes spent on the market before selling decreased by 7.78 days or **16.61%** in November 2019 compared to last year's same month at **46.84** 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 382 New Listings in November 2019, down **11.37%** from last year at 431. Furthermore, there were 324 Closed Listings this month versus last year at 321, a **0.93%** increase.

Closed versus Listed trends yielded a **84.8%** ratio, up from previous year's, November 2018, at **74.5%**, a **13.88%** 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



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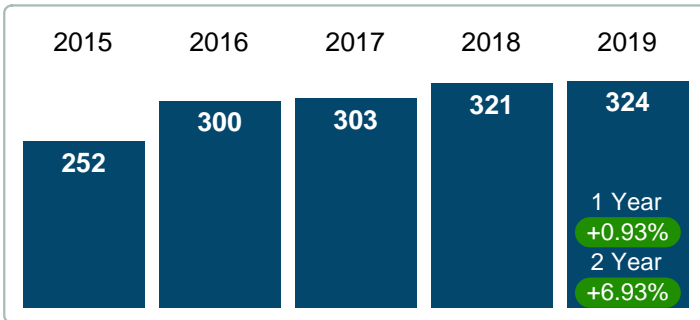
Area Delimited by School District Tulsa - Sch Dist (1)



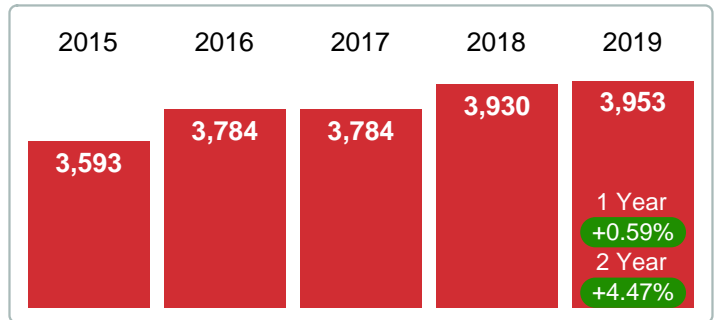
CLOSED LISTINGS

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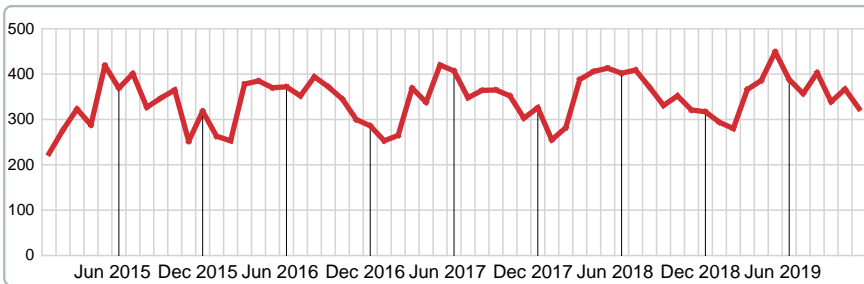
NOVEMBER



YEAR TO DATE (YTD)

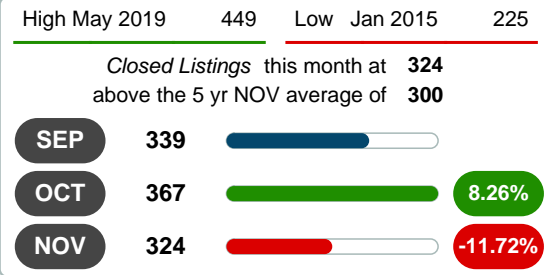


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 300



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-\$25,000	60	18.52%	44.1	33	26	1	0
\$25,001-\$75,000	50	15.43%	37.0	29	20	1	0
\$75,001-\$125,000	66	20.37%	33.6	15	41	10	0
\$125,001-\$175,000	66	20.37%	40.7	10	41	12	3
\$175,001-\$350,000	50	15.43%	33.0	9	27	13	1
\$350,001 and up	32	9.88%	50.5	4	9	17	2
Total Closed Units	324			100	164	54	6
Total Closed Volume	51,755,925	100%	39.1	8.73M	22.44M	18.86M	1.74M
Average Closed Price	\$159,741			\$87,275	\$136,802	\$349,220	\$289,167

November 2019



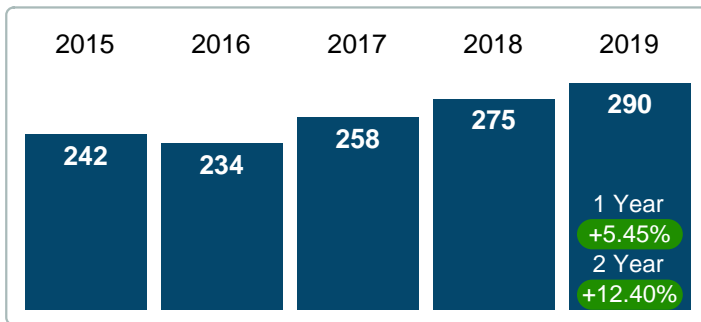
Area Delimited by School District Tulsa - Sch Dist (1)



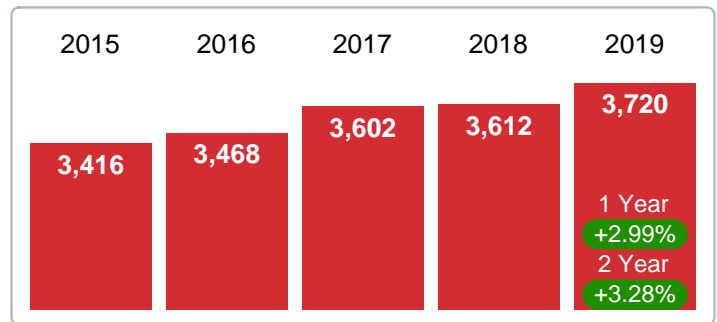
PENDING LISTINGS

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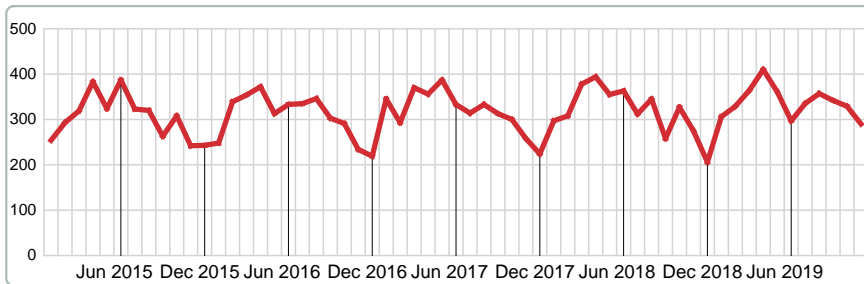
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

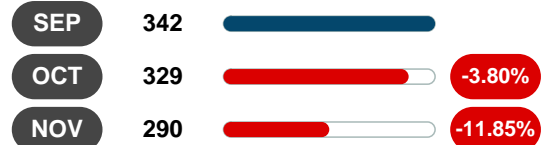


3 MONTHS

5 year NOV AVG = 260

High Apr 2019 410 Low Dec 2018 206

Pending Listings this month at **290**
above the 5 yr NOV average of **260**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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	56	19.31%	43.3	29	26	1	0
\$50,001-\$75,000	21	7.24%	34.6	9	12	0	0
\$75,001-\$150,000	105	36.21%	35.2	20	72	13	0
\$150,001-\$200,000	38	13.10%	38.4	7	19	12	0
\$200,001-\$375,000	41	14.14%	44.5	3	27	7	4
\$375,001 and up	29	10.00%	58.1	5	14	10	0
Total Pending Units	290			73	170	43	4
Total Pending Volume	48,042,953	100%	49.9	8.12M	27.24M	11.60M	1.08M
Average Listing Price	\$157,051			\$111,285	\$160,210	\$269,884	\$269,625



November 2019

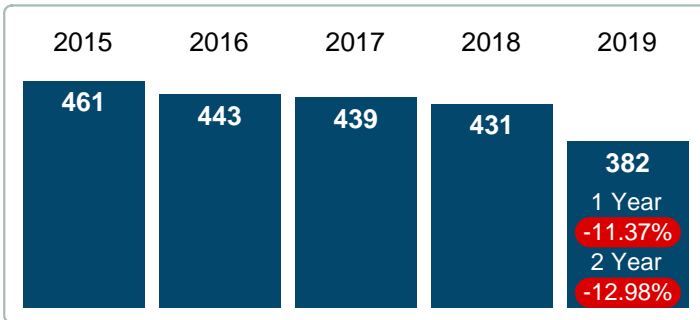
Area Delimited by School District Tulsa - Sch Dist (1)



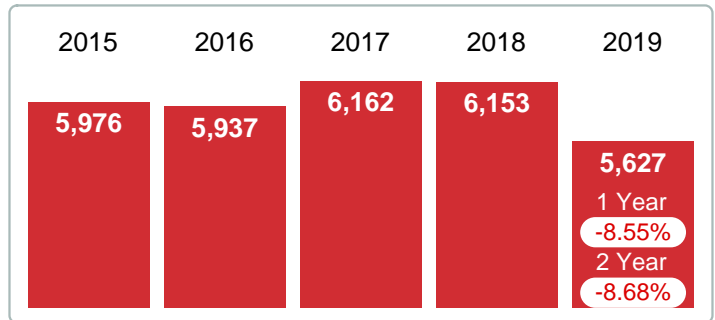
NEW LISTINGS

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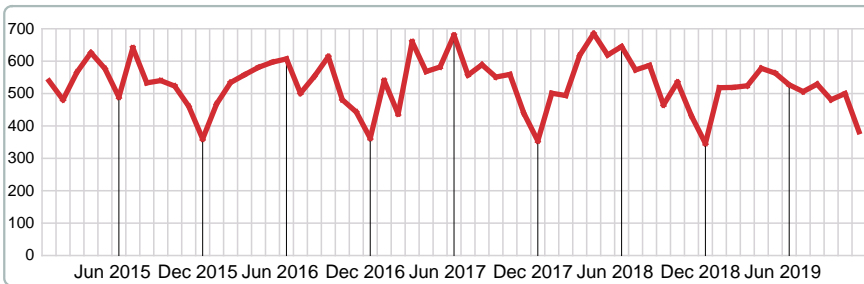
NOVEMBER



YEAR TO DATE (YTD)

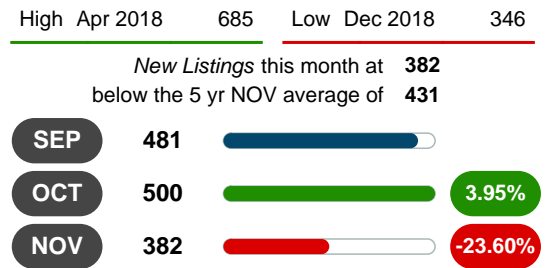


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 431



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	70	18.32%	35	33	2	0
\$25,001-\$75,000	47	12.30%	23	21	2	1
\$75,001-\$175,000	124	32.46%	29	79	15	1
\$175,001-\$275,000	52	13.61%	6	32	10	4
\$275,001-\$550,000	50	13.09%	10	22	16	2
\$550,001 and up	39	10.21%	8	11	9	11
Total New Listed Units	382		111	198	54	19
Total New Listed Volume	91,317,186	100%	18.59M	34.85M	21.78M	16.09M
Average New Listed Listing Price	\$169,406		\$167,433	\$176,023	\$403,419	\$847,100



November 2019

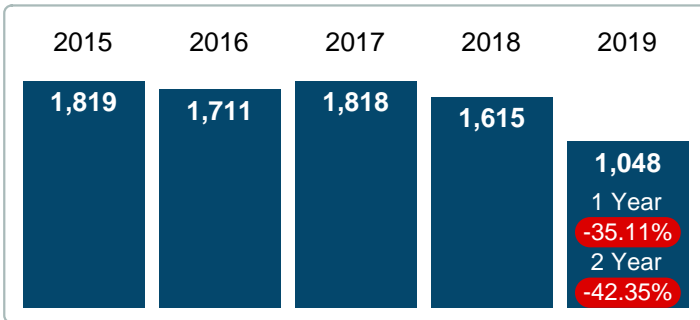
Area Delimited by School District Tulsa - Sch Dist (1)



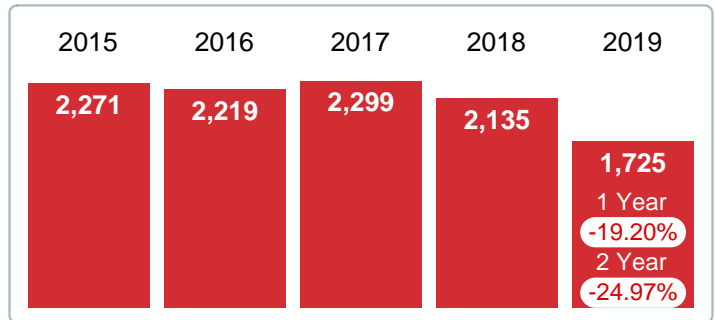
ACTIVE INVENTORY

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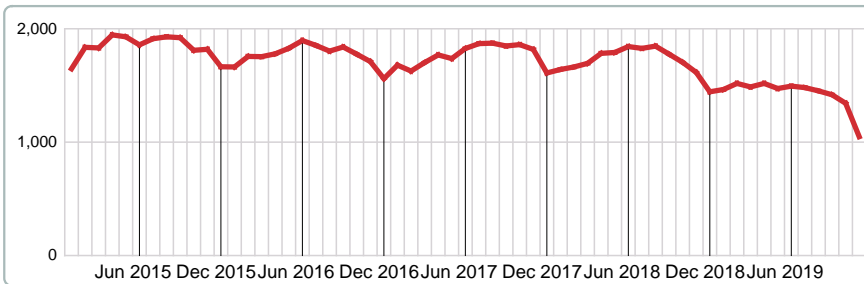
END OF NOVEMBER



ACTIVE DURING NOVEMBER

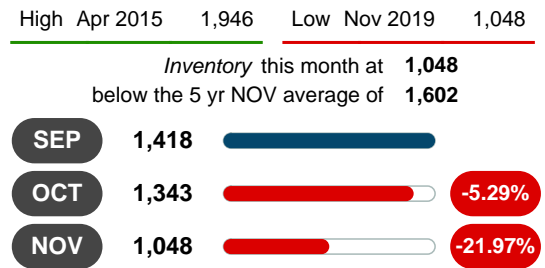


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,602



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	170	16.22%	77.1	105	60	5	0
\$25,001-\$100,000	199	18.99%	67.3	102	81	13	3
\$100,001-\$200,000	266	25.38%	68.8	84	144	33	5
\$200,001-\$375,000	171	16.32%	68.8	52	71	41	7
\$375,001-\$675,000	130	12.40%	73.2	21	45	56	8
\$675,001 and up	112	10.69%	76.2	26	13	40	33
Total Active Inventory by Units	1,048			390	414	188	56
Total Active Inventory by Volume	315,798,582	100%	71.2	81.51M	80.25M	98.77M	55.27M
Average Active Inventory Listing Price	\$301,335			\$208,993	\$193,847	\$525,373	\$986,937

November 2019



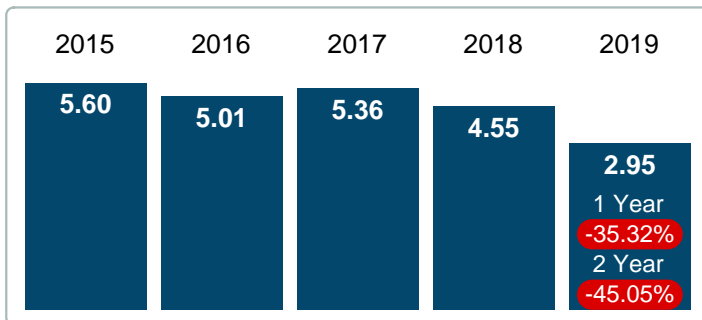
Area Delimited by School District Tulsa - Sch Dist (1)



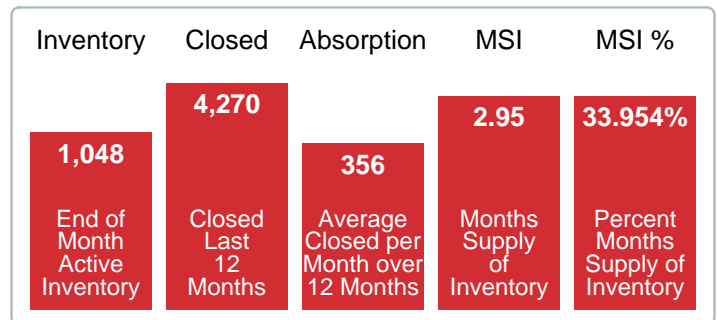
MONTHS SUPPLY of INVENTORY (MSI)

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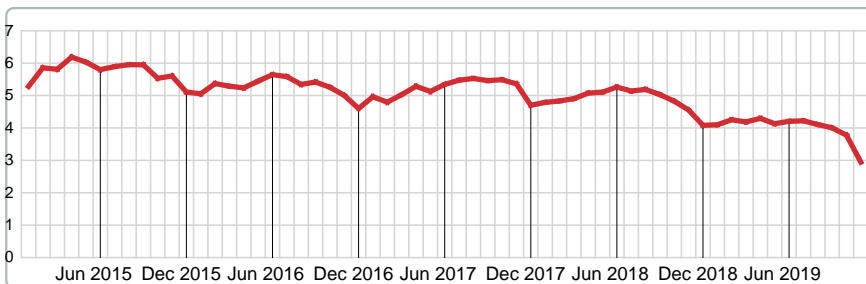
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

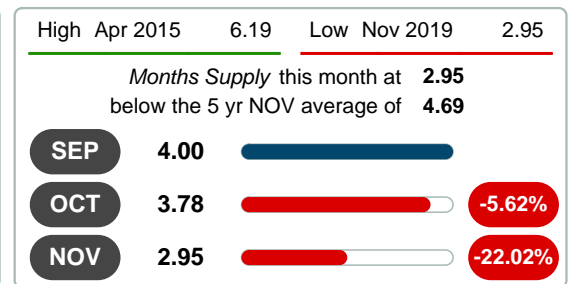


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.69



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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$25,000	170	16.22%	2.70	3.71	1.94	1.50	0.00
\$25,001-\$100,000	199	18.99%	2.15	2.75	1.63	2.33	18.00
\$100,001-\$200,000	266	25.38%	2.10	3.43	1.74	1.94	2.07
\$200,001-\$375,000	171	16.32%	3.81	6.64	3.08	3.64	2.55
\$375,001-\$675,000	130	12.40%	7.16	12.60	5.29	8.51	5.65
\$675,001 and up	112	10.69%	10.50	26.00	7.80	6.67	16.50
Market Supply of Inventory (MSI)			2.95	3.88	2.11	3.78	6.17
Total Active Inventory by Units		100%	2.95	390	414	188	56

November 2019



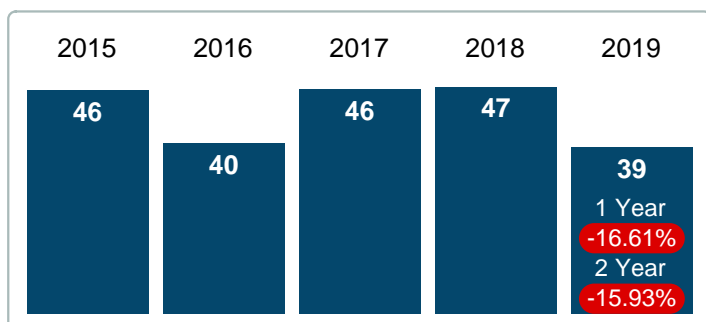
Area Delimited by School District Tulsa - Sch Dist (1)



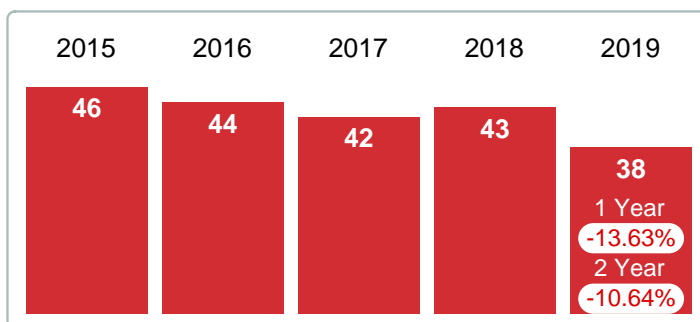
AVERAGE DAYS ON MARKET TO SALE

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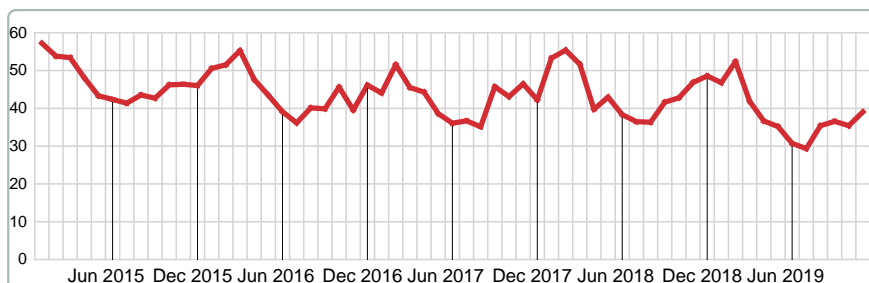
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

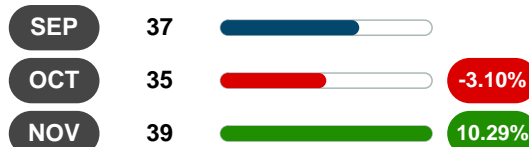


3 MONTHS

5 year NOV AVG = 44

High Jan 2015 57 Low Jul 2019 29

Average Days on Market to Sale this month at 39 below the 5 yr NOV average of 44



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-\$25,000	60	18.52%	44	50	36	77	0
\$25,001-\$75,000	50	15.43%	37	48	19	72	0
\$75,001-\$125,000	66	20.37%	34	37	31	41	0
\$125,001-\$175,000	66	20.37%	41	67	33	51	21
\$175,001-\$350,000	50	15.43%	33	38	35	27	9
\$350,001 and up	32	9.88%	50	37	30	62	70
Average Closed DOM			39	47	31	48	35
Total Closed Units		100%	39	100	164	54	6
Total Closed Volume			51,755,925	8.73M	22.44M	18.86M	1.74M

November 2019



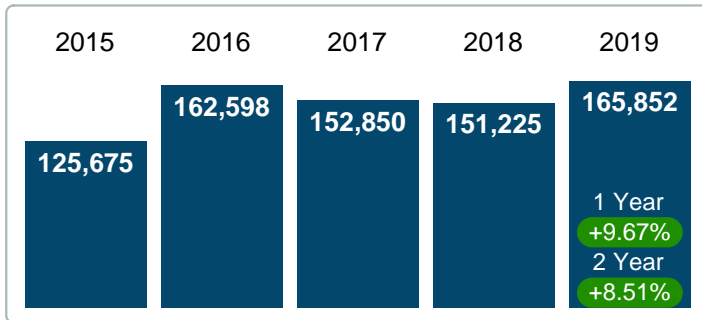
Area Delimited by School District Tulsa - Sch Dist (1)



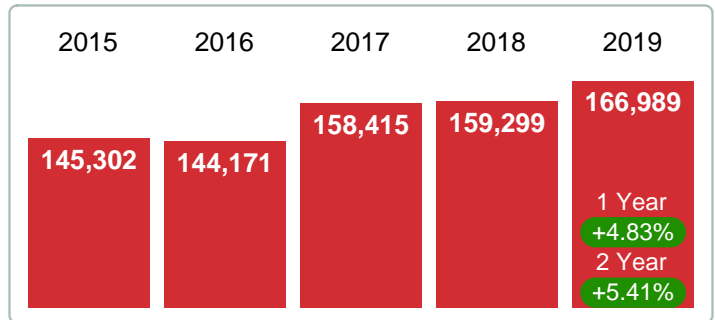
AVERAGE LIST PRICE AT CLOSING

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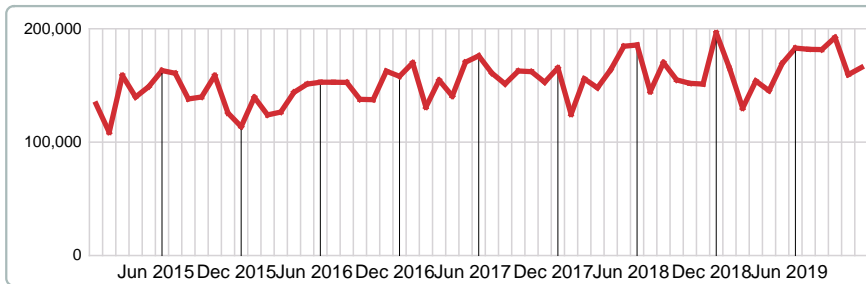
NOVEMBER



YEAR TO DATE (YTD)

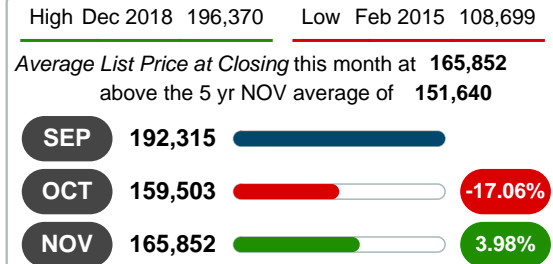


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 151,640



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-\$25,000	57	17.59%	3,144	5,872	3,066	2,150	0
\$25,001-\$75,000	50	15.43%	50,094	54,395	51,618	35,900	0
\$75,001-\$125,000	63	19.44%	103,076	103,553	108,340	109,580	0
\$125,001-\$175,000	69	21.30%	150,308	151,540	152,995	154,929	148,667
\$175,001-\$350,000	52	16.05%	235,883	225,922	236,100	258,154	325,000
\$350,001 and up	33	10.19%	664,277	566,225	563,049	775,347	514,000
Average List Price			165,852	91,381	141,884	361,665	299,833
Total Closed Units		100%	165,852	100	164	54	6
Total Closed Volume			53,735,976	9.14M	23.27M	19.53M	1.80M

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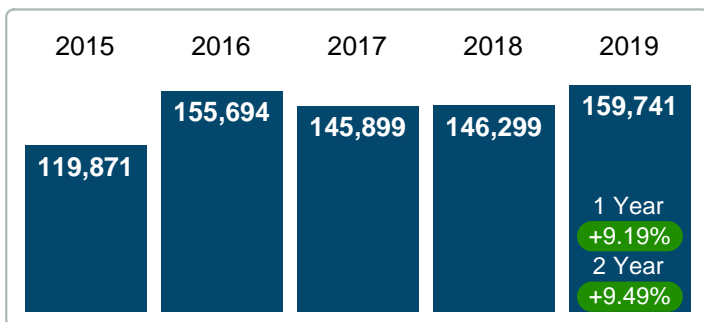
Area Delimited by School District Tulsa - Sch Dist (1)



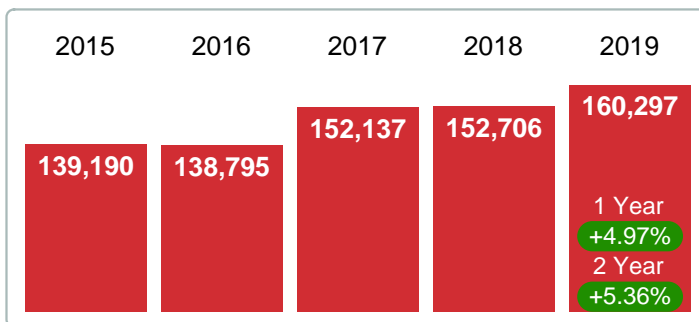
AVERAGE SOLD PRICE AT CLOSING

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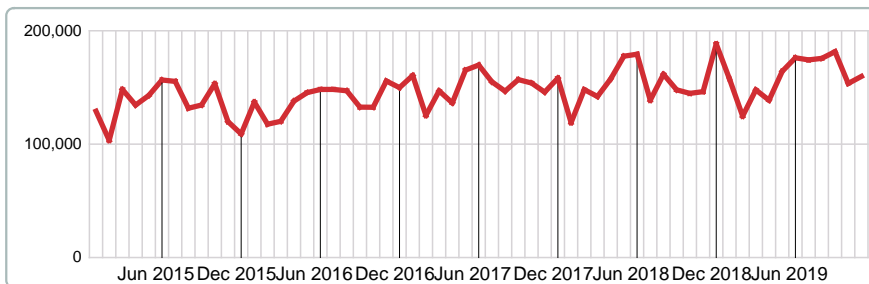
NOVEMBER



YEAR TO DATE (YTD)

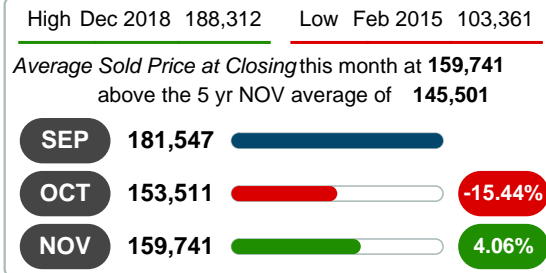


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 145,501



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-\$25,000	60	18.52%	3,898	4,860	2,744	2,150	0
\$25,001-\$75,000	50	15.43%	48,003	49,953	46,000	31,500	0
\$75,001-\$125,000	66	20.37%	102,757	95,927	103,635	109,400	0
\$125,001-\$175,000	66	20.37%	149,580	151,058	149,276	151,529	141,000
\$175,001-\$350,000	50	15.43%	234,154	221,278	227,344	250,223	325,000
\$350,001 and up	32	9.88%	648,750	544,375	548,499	744,647	493,500
Average Sold Price			159,741	87,275	136,802	349,220	289,167
Total Closed Units		100%	159,741	100	164	54	6
Total Closed Volume			51,755,925	8.73M	22.44M	18.86M	1.74M

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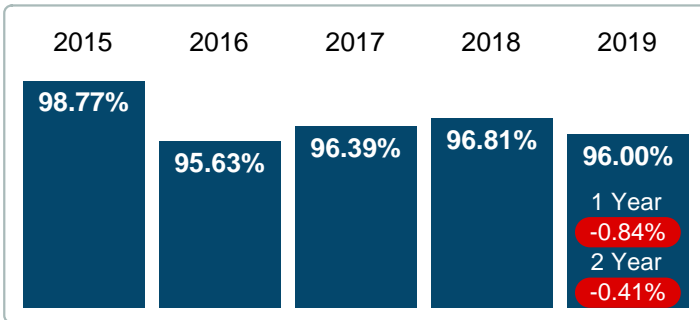
Area Delimited by School District Tulsa - Sch Dist (1)



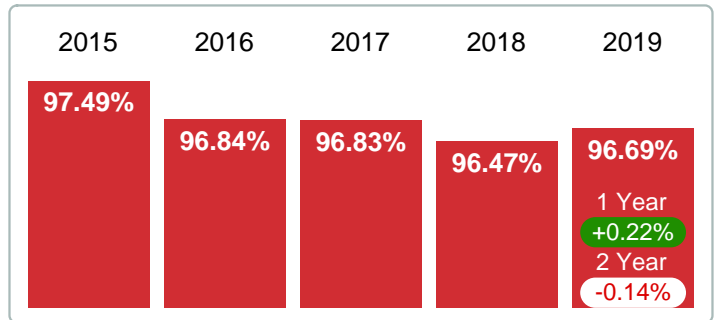
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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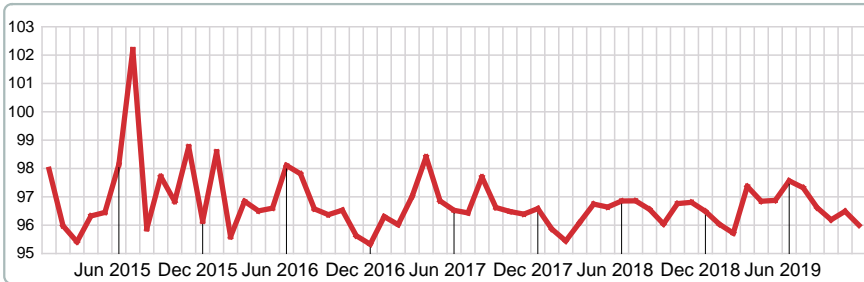
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

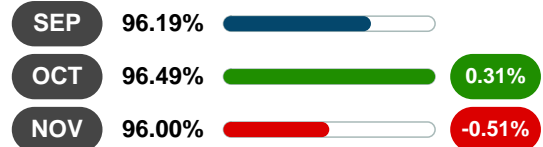


3 MONTHS

5 year NOV AVG = 96.72%

High Jul 2015 102.19% Low Dec 2016 95.33%

Average Sold/List Ratio this month at **96.00%**
below the 5 yr NOV average of **96.72%**



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-\$25,000	60	18.52%	96.87%	95.55%	98.41%	100.00%	0.00%	
\$25,001-\$75,000	50	15.43%	90.57%	91.83%	88.87%	87.74%	0.00%	
\$75,001-\$125,000	66	20.37%	95.92%	93.73%	95.66%	100.28%	0.00%	
\$125,001-\$175,000	66	20.37%	98.08%	100.75%	97.74%	97.75%	95.09%	
\$175,001-\$350,000	50	15.43%	97.31%	98.24%	96.87%	97.38%	100.00%	
\$350,001 and up	32	9.88%	96.66%	96.70%	97.19%	96.45%	95.99%	
Average Sold/List Ratio		96.00%		95.01%	96.07%	97.58%	96.21%	
Total Closed Units		324	100%	96.00%	100	164	54	6
Total Closed Volume		51,755,925			8.73M	22.44M	18.86M	1.74M

November 2019



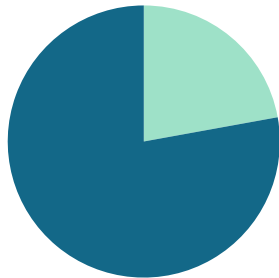
Area Delimited by School District Tulsa - Sch Dist (1)



MARKET SUMMARY

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

INVENTORY

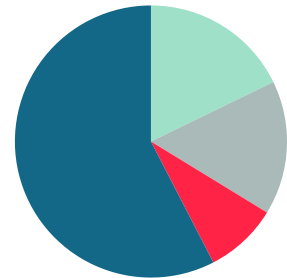


Inventory
 New Listings
382 = 22.14%
 Start Inventory
1,343
 Total Inventory Units
1,725
 Volume
\$469,119,192

Market Activity

Closed Sales
324 = 17.80%
 Pending Sales
290 = 15.93%
 Other Off Market
158 = 8.68%
 Active Inventory
1,048 = 57.58%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	321	324	0.93%	3,930	3,953	0.59%
Pending Sales	275	290	5.45%	3,612	3,720	2.99%
New Listings	431	382	-11.37%	6,153	5,627	-8.55%
Average List Price	151,225	165,852	9.67%	159,299	166,989	4.83%
Average Sale Price	146,299	159,741	9.19%	152,706	160,297	4.97%
Average Percent of Selling Price to List Price	96.81%	96.00%	-0.84%	96.47%	96.69%	0.22%
Average Days on Market to Sale	46.84	39.06	-16.61%	43.47	37.54	-13.63%
Monthly Inventory	1,615	1,048	-35.11%	1,615	1,048	-35.11%
Months Supply of Inventory	4.55	2.95	-35.32%	4.55	2.95	-35.32%

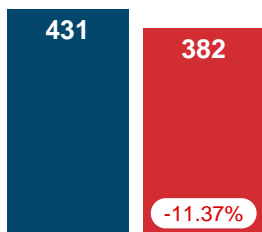
Absorption: Last 12 months, an Average of **356** Sales/Month

Inventory on November 30, 2019 = **1,048** 2018 2019

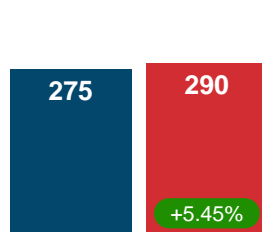
NOVEMBER MARKET

AVERAGE PRICES

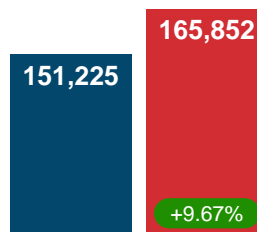
New Listings



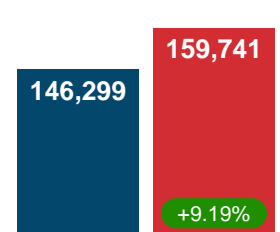
Pending Listings



List Price



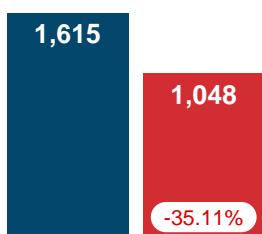
Sale Price



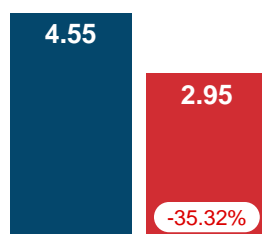
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

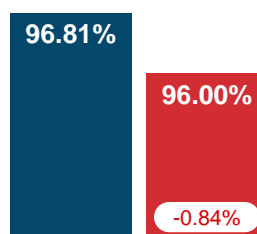
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

