

November 2019



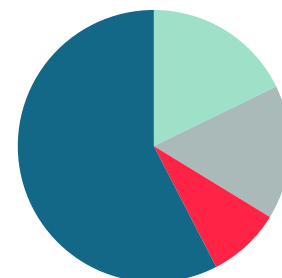
Area Delimited by School District Tulsa - Sch Dist (1)



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%
Median List Price	115,000	119,900	4.26%
Median Sale Price	113,000	115,000	1.77%
Median Percent of Selling Price to List Price	98.33%	98.02%	-0.31%
Median Days on Market to Sale	31.00	20.50	-33.87%
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.

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 **1.77%** in November 2019 to \$115,000 versus the previous year at \$113,000.

Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 10.50 days or **33.87%** in November 2019 compared to last year's same month at **31.00** 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 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of Selling Price to List Price	9
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

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

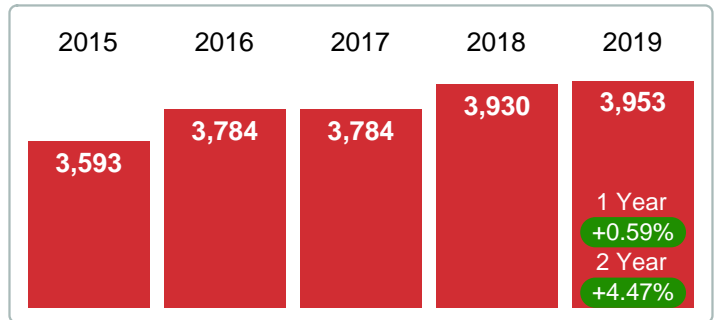
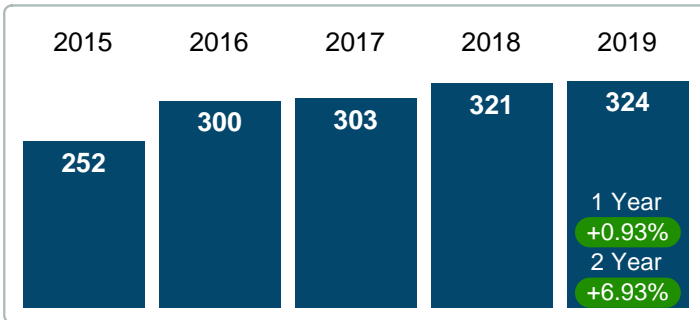


CLOSED LISTINGS

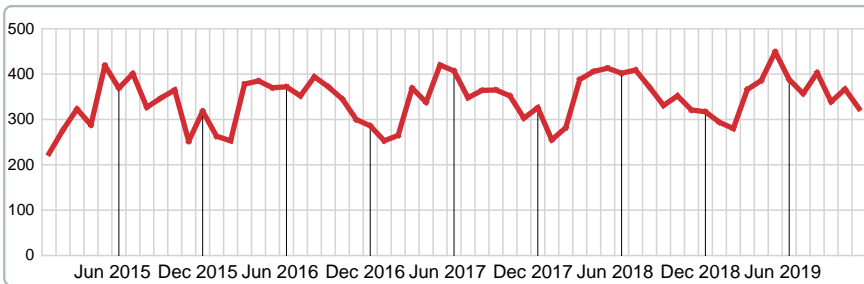
Report produced on Dec 11, 2019 for MLS Technology Inc.

NOVEMBER

YEAR TO DATE (YTD)

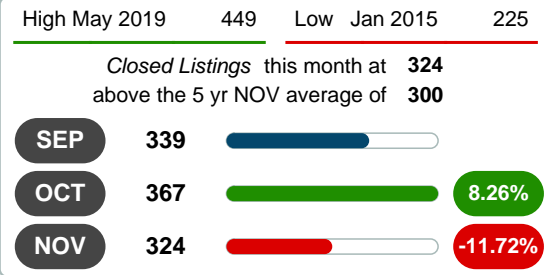


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 300



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-\$30,000	66	20.37%	24.5	36	29	1	0
\$30,001-\$80,000	48	14.81%	11.0	27	20	1	0
\$80,001-\$140,000	87	26.85%	12.0	17	56	13	1
\$140,001-\$190,000	52	16.05%	29.0	9	29	12	2
\$190,001-\$350,000	39	12.04%	16.0	7	21	10	1
\$350,001 and up	32	9.88%	19.5	4	9	17	2
Total Closed Units	324			100	164	54	6
Total Closed Volume	51,755,925	100%	20.5	8.73M	22.44M	18.86M	1.74M
Median Closed Price	\$115,000			\$52,500	\$123,000	\$202,500	\$233,750

November 2019



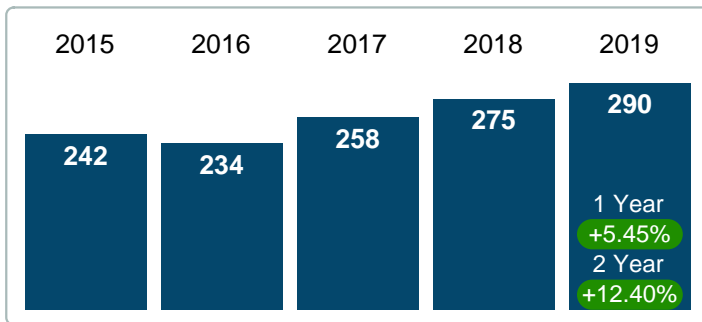
Area Delimited by School District Tulsa - Sch Dist (1)



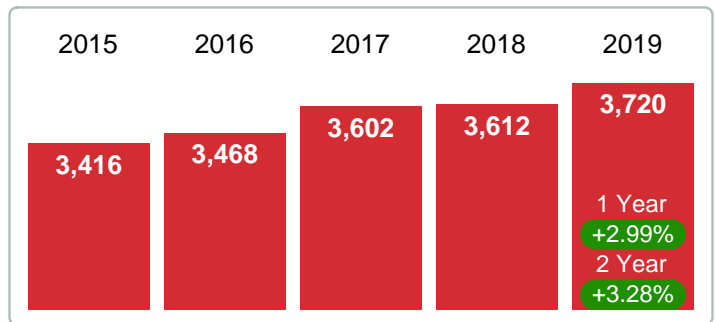
PENDING LISTINGS

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

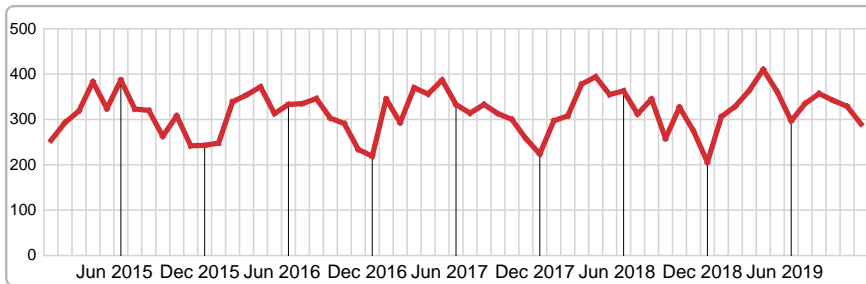
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

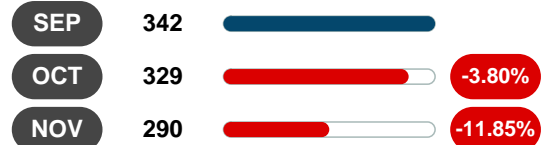


3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	27	9.31%	43.0	11	15	1	0
\$10,001 - \$60,000	35	12.07%	25.0	20	15	0	0
\$60,001 - \$90,000	40	13.79%	26.0	15	24	1	0
\$90,001 - \$150,000	80	27.59%	18.0	12	56	12	0
\$150,001 - \$210,000	40	13.79%	24.5	7	20	12	1
\$210,001 - \$390,000	39	13.45%	46.0	3	26	7	3
\$390,001 and up	29	10.00%	52.0	5	14	10	0
Total Pending Units	290			73	170	43	4
Total Pending Volume	48,042,953	100%	26.0	8.12M	27.24M	11.60M	1.08M
Median Listing Price	\$122,500			\$74,900	\$123,750	\$170,000	\$272,000



November 2019

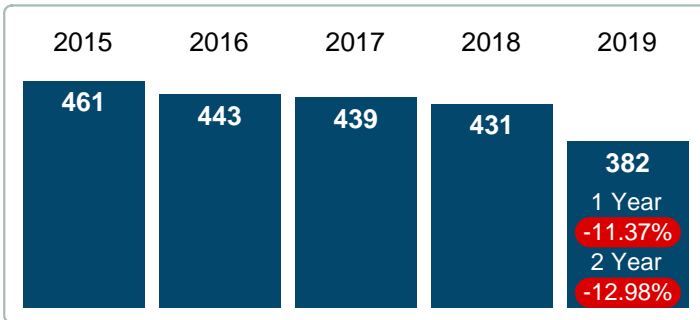
Area Delimited by School District Tulsa - Sch Dist (1)



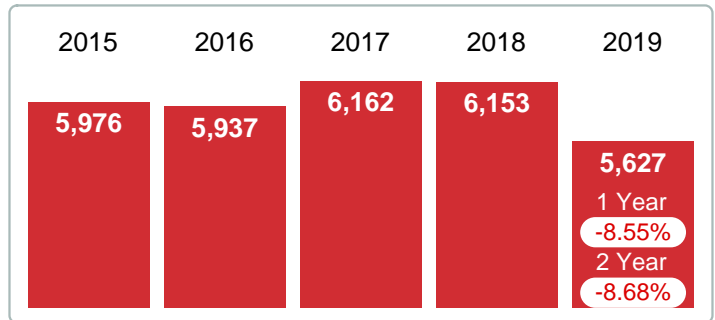
NEW LISTINGS

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

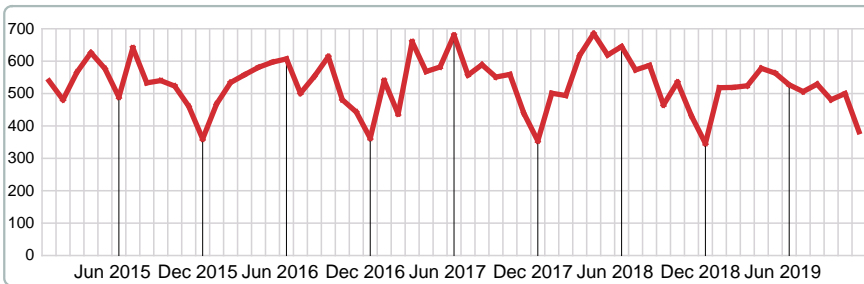
NOVEMBER



YEAR TO DATE (YTD)

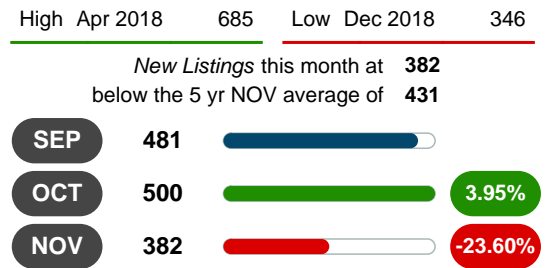


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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-\$30,000	74	19.37%	37	35	2	0
\$30,001-\$90,000	66	17.28%	29	33	2	2
\$90,001-\$170,000	97	25.39%	19	63	15	0
\$170,001-\$290,000	58	15.18%	8	36	10	4
\$290,001-\$550,000	48	12.57%	10	20	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
Median New Listed Listing Price	\$137,750		\$69,950	\$134,950	\$242,450	\$585,000

November 2019



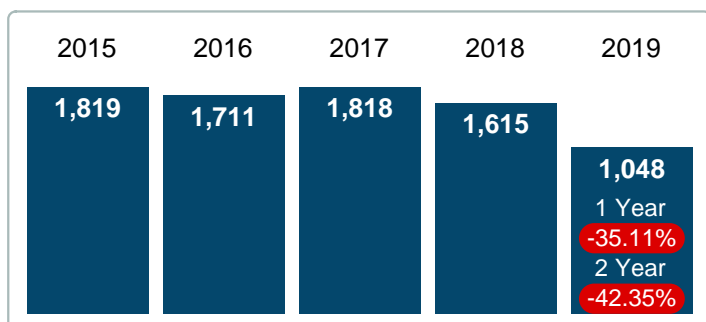
Area Delimited by School District Tulsa - Sch Dist (1)



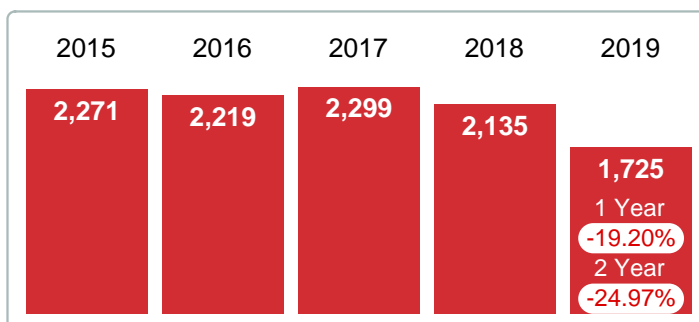
ACTIVE INVENTORY

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

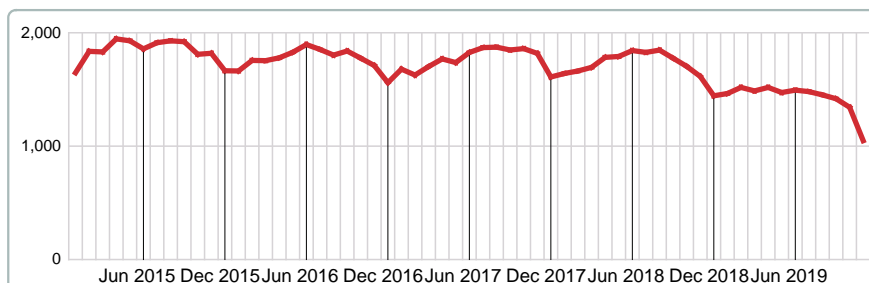
END OF NOVEMBER



ACTIVE DURING NOVEMBER

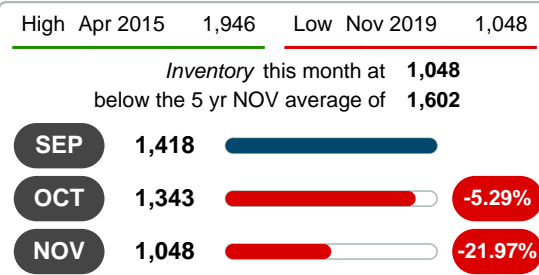


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,602



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	52.0	0	0	0	0
\$1-\$25,000	170	16.22%	65.0	105	60	5	0
\$25,001-\$100,000	199	18.99%	53.0	102	81	13	3
\$100,001-\$200,000	266	25.38%	59.0	84	144	33	5
\$200,001-\$375,000	171	16.32%	57.0	52	71	41	7
\$375,001-\$675,000	130	12.40%	58.0	21	45	56	8
\$675,001 and up	112	10.69%	76.5	26	13	40	33
Total Active Inventory by Units	1,048			390	414	188	56
Total Active Inventory by Volume	315,798,582	100%	60.0	81.51M	80.25M	98.77M	55.27M
Median Active Inventory Listing Price	\$159,948			\$89,900	\$141,000	\$404,450	\$849,500

November 2019



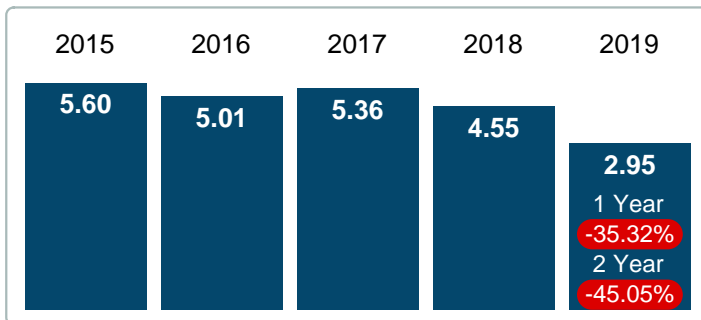
Area Delimited by School District Tulsa - Sch Dist (1)



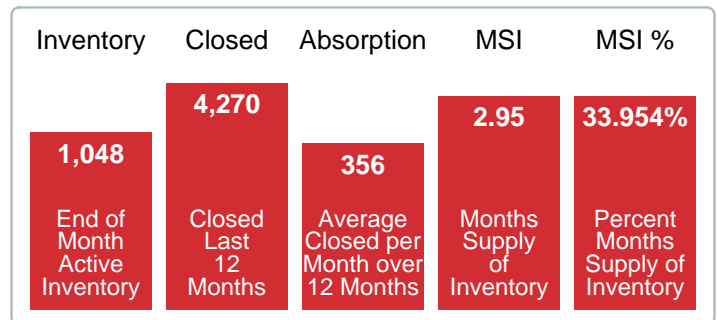
MONTHS SUPPLY of INVENTORY (MSI)

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

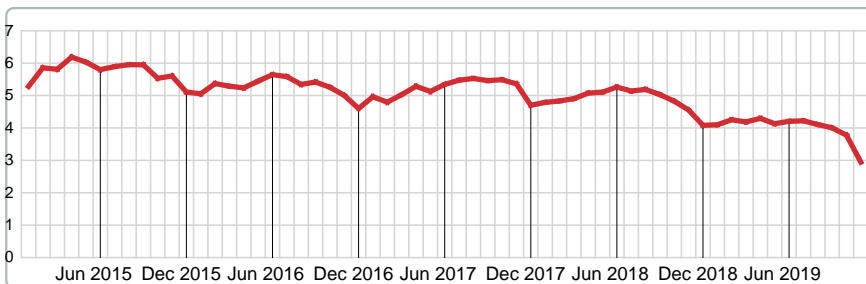
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

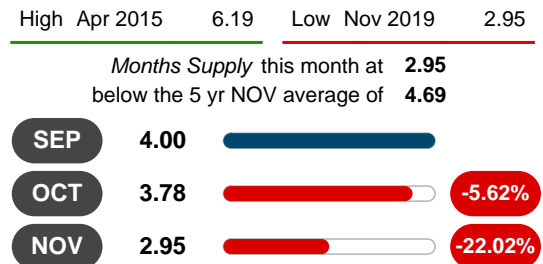


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.69



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



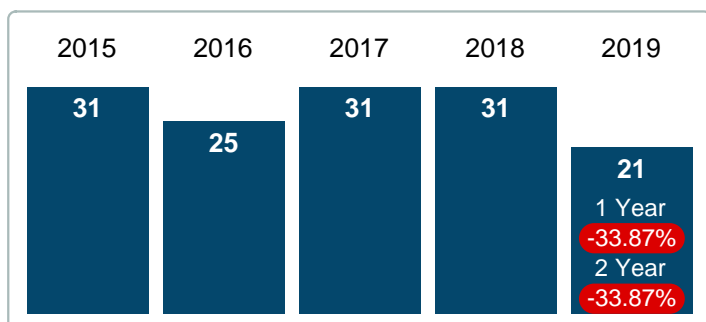
Area Delimited by School District Tulsa - Sch Dist (1)



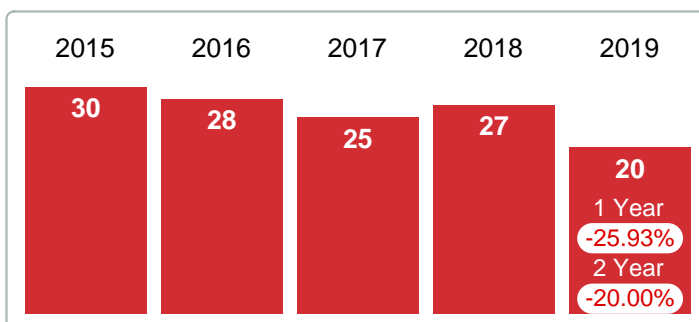
MEDIAN DAYS ON MARKET TO SALE

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

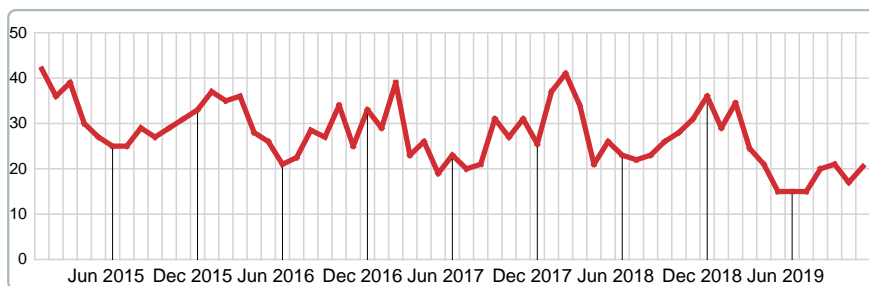
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 28

High Jan 2015 42 Low Jul 2019 15

Median Days on Market to Sale this month at 21 below the 5 yr NOV average of 28



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%	77	0	0	0	0
\$1-\$30,000	66	20.37%	25	30	21	77	0
\$30,001-\$80,000	48	14.81%	11	21	10	72	0
\$80,001-\$140,000	87	26.85%	12	25	13	10	5
\$140,001-\$190,000	52	16.05%	29	47	20	41	29
\$190,001-\$350,000	39	12.04%	16	16	26	13	9
\$350,001 and up	32	9.88%	20	29	6	44	70
Median Closed DOM	21			29	15	21	18
Total Closed Units	324	100%	20.5	100	164	54	6
Total Closed Volume	51,755,925			8.73M	22.44M	18.86M	1.74M

November 2019



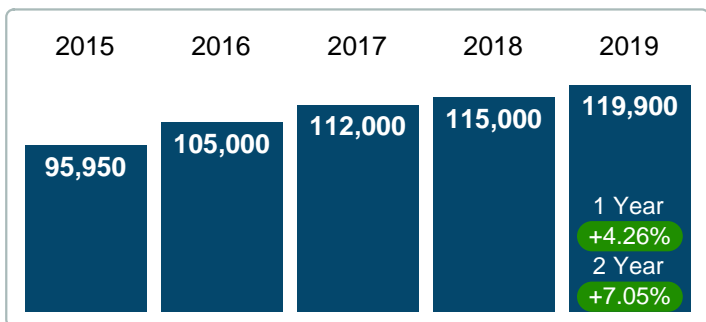
Area Delimited by School District Tulsa - Sch Dist (1)



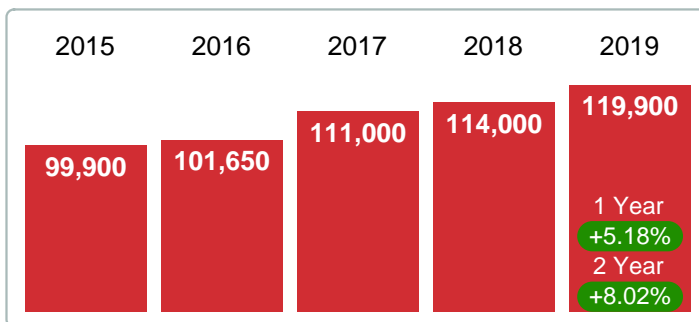
MEDIAN LIST PRICE AT CLOSING

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

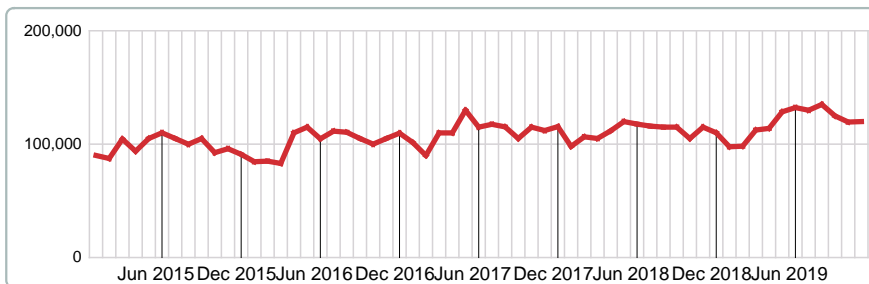
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

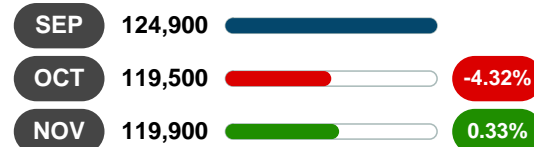


3 MONTHS

5 year NOV AVG = 109,570

High Aug 2019 135,000 Low Mar 2016 83,000

Median List Price at Closing this month at **119,900**
above the 5 yr NOV average of **109,570**



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%	20	0	0	0	0
\$1-\$30,000	59	18.21%	975	818	998	2,150	0
\$30,001-\$80,000	53	16.36%	49,900	49,900	49,900	35,900	0
\$80,001-\$140,000	85	26.23%	115,000	104,750	118,200	113,000	138,000
\$140,001-\$190,000	55	16.98%	165,000	167,250	168,250	159,000	154,000
\$190,001-\$350,000	39	12.04%	250,000	224,500	249,500	263,900	325,000
\$350,001 and up	33	10.19%	650,000	532,500	459,000	761,500	514,000
Median List Price			119,900	58,750	124,950	202,500	242,000
Total Closed Units		100%	119,900	100	164	54	6
Total Closed Volume			53,735,976	9.14M	23.27M	19.53M	1.80M

November 2019



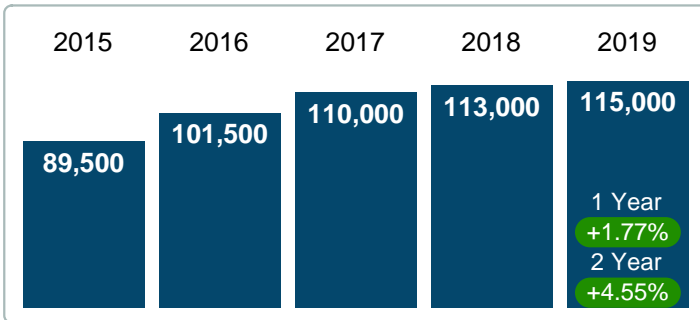
Area Delimited by School District Tulsa - Sch Dist (1)



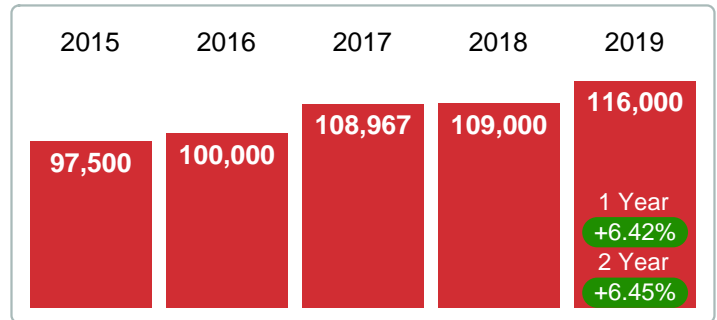
MEDIAN SOLD PRICE AT CLOSING

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

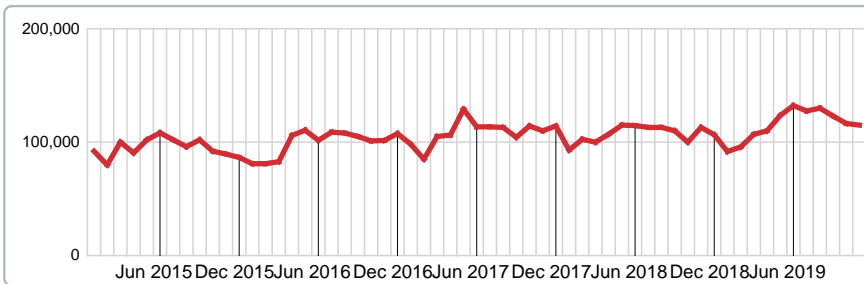
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

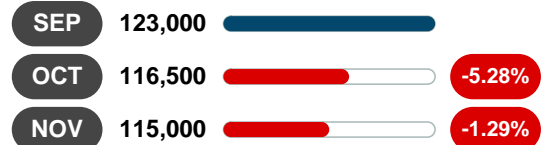


3 MONTHS

5 year NOV AVG = 105,800

High Jun 2019 132,250 Low Feb 2015 79,900

Median Sold Price at Closing this month at 115,000 above the 5 yr NOV average of 105,800



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%	650,000	0	0	0	0
\$1-\$30,000	66	20.37%	995	888	1,000	2,150	0
\$30,001-\$80,000	48	14.81%	50,000	50,000	50,000	31,500	0
\$80,001-\$140,000	87	26.85%	115,000	104,000	117,000	114,000	138,000
\$140,001-\$190,000	52	16.05%	164,000	166,175	165,000	161,750	142,500
\$190,001-\$350,000	39	12.04%	248,000	208,000	235,000	260,000	325,000
\$350,001 and up	32	9.88%	661,500	520,000	434,750	755,500	493,500
Median Sold Price			115,000	52,500	123,000	202,500	233,750
Total Closed Units		100%	324	100	164	54	6
Total Closed Volume			51,755,925	8.73M	22.44M	18.86M	1.74M

November 2019



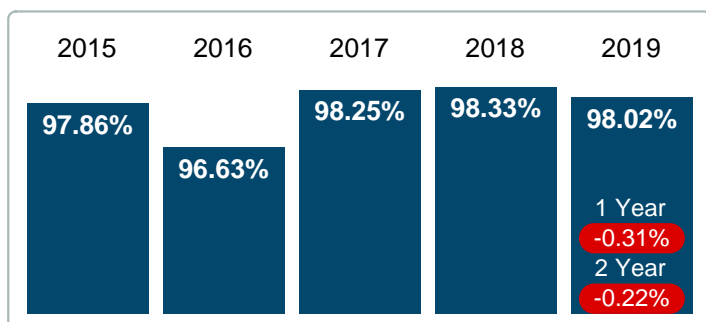
Area Delimited by School District Tulsa - Sch Dist (1)



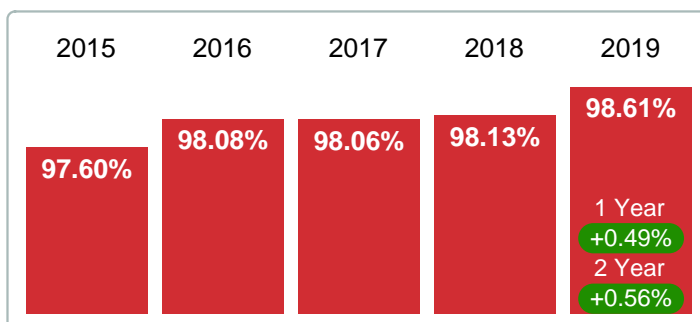
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

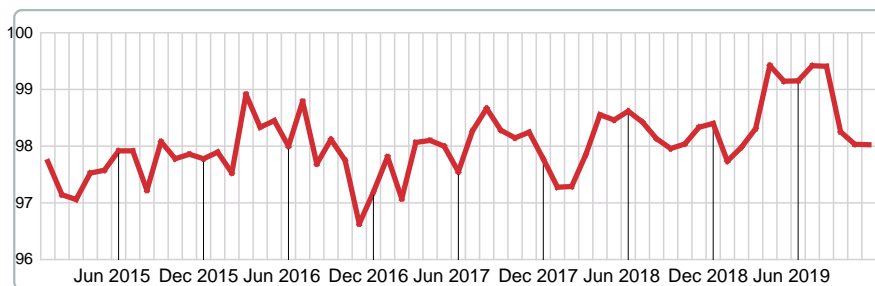
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

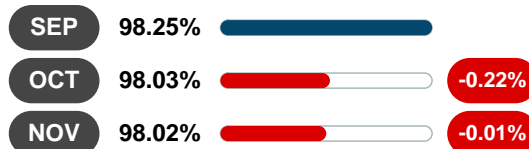


3 MONTHS

5 year NOV AVG = 97.82%

High Apr 2019 99.42% Low Nov 2016 96.63%

Median Sold/List Ratio this month at **98.02%**
equal to 5 yr NOV average of **97.82%**



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%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	66	20.37%	100.00%	100.00%	100.00%	100.00%	0.00%
\$30,001-\$80,000	48	14.81%	92.95%	93.96%	91.80%	87.74%	0.00%
\$80,001-\$140,000	87	26.85%	98.48%	97.06%	98.43%	99.00%	100.00%
\$140,001-\$190,000	52	16.05%	98.22%	97.42%	98.72%	98.42%	92.63%
\$190,001-\$350,000	39	12.04%	97.55%	100.00%	97.49%	97.89%	100.00%
\$350,001 and up	32	9.88%	97.34%	96.53%	97.97%	97.08%	95.99%
Median Sold/List Ratio		98.02%		98.64%	98.16%	97.91%	96.06%
Total Closed Units		324	100%	100	164	54	6
Total Closed Volume		51,755,925		8.73M	22.44M	18.86M	1.74M

November 2019



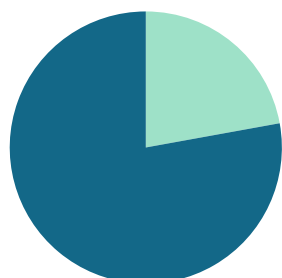
Area Delimited by School District Tulsa - Sch Dist (1)



MARKET SUMMARY

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

INVENTORY

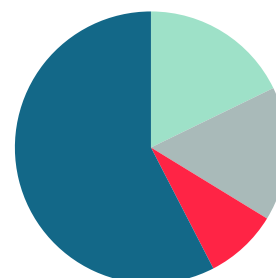


Inventory
 New Listings
382 = 22.14%
 Start Inventory
1,343
 Total Inventory Units
1,725
 Volume
\$469,119,192

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%
Median List Price	115,000	119,900	4.26%	114,000	119,900	5.18%
Median Sale Price	113,000	115,000	1.77%	109,000	116,000	6.42%
Median Percent of Selling Price to List Price	98.33%	98.02%	-0.31%	98.13%	98.61%	0.49%
Median Days on Market to Sale	31.00	20.50	-33.87%	27.00	20.00	-25.93%
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%

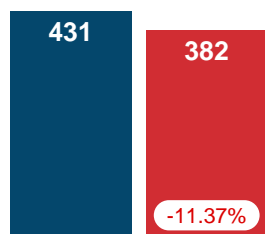
Absorption: Last 12 months, an Average of **356** Sales/Month

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

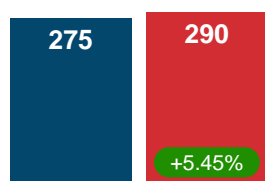
NOVEMBER MARKET

MEDIAN PRICES

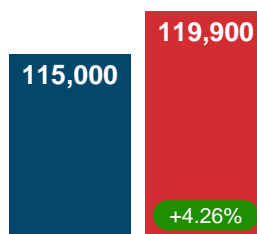
New Listings



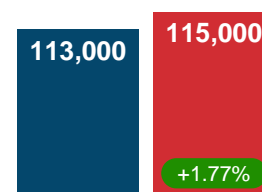
Pending Listings



List Price



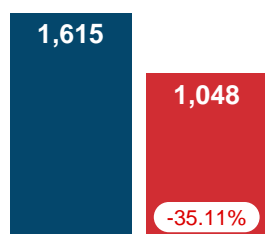
Sale Price



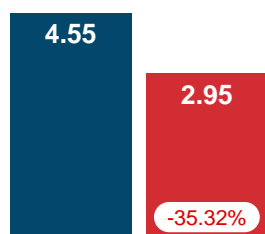
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

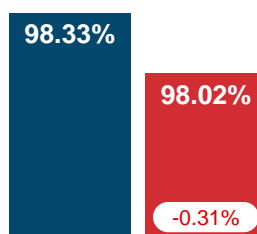
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

