



November 2019

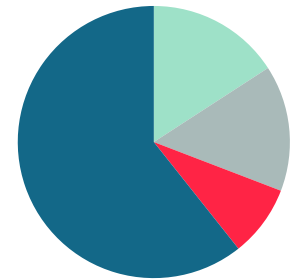
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	838	863	2.98%
Pending Listings	680	816	20.00%
New Listings	1,200	1,027	-14.42%
Median List Price	159,950	159,900	-0.03%
Median Sale Price	158,950	159,900	0.60%
Median Percent of Selling Price to List Price	98.69%	100.00%	1.33%
Median Days on Market to Sale	34.00	20.00	-41.18%
End of Month Inventory	4,734	3,305	-30.19%
Months Supply of Inventory	4.84	3.33	-31.14%



■ Closed (15.84%)
■ Pending (14.98%)
■ Other OffMarket (8.50%)
■ Active (60.68%)

Absorption: Last 12 months, an Average of **992** Sales/Month
Active Inventory as of November 30, 2019 = **3,305**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **30.19%** to 3,305 existing homes available for sale. Over the last 12 months this area has had an average of 992 closed sales per month. This represents an unsold inventory index of **3.33** 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 **0.60%** in November 2019 to \$159,900 versus the previous year at \$158,950.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 14.00 days or **41.18%** in November 2019 compared to last year's same month at **34.00** 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 1,027 New Listings in November 2019, down **14.42%** from last year at 1,200. Furthermore, there were 863 Closed Listings this month versus last year at 838, a **2.98%** increase.

Closed versus Listed trends yielded a **84.0%** ratio, up from previous year's, November 2018, at **69.8%**, a **20.33%** 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 County Of Tulsa

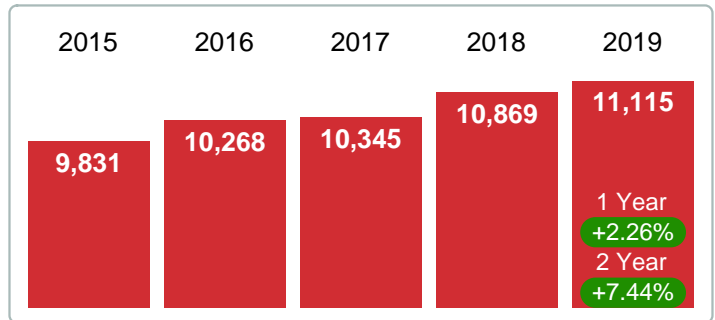
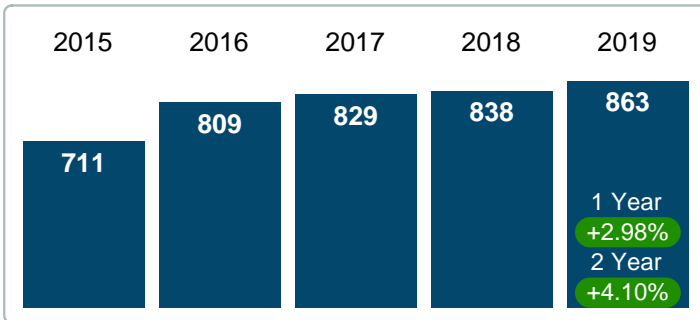


CLOSED LISTINGS

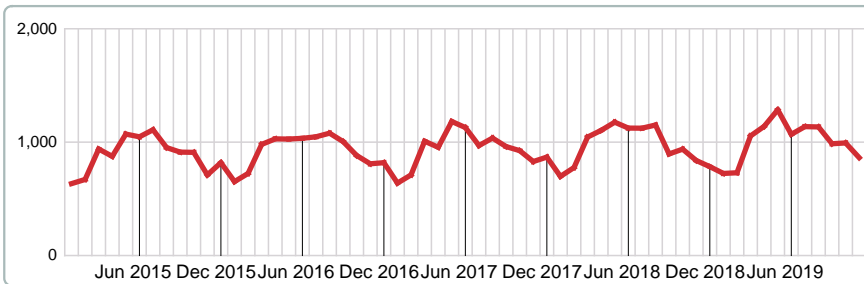
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NOVEMBER

YEAR TO DATE (YTD)

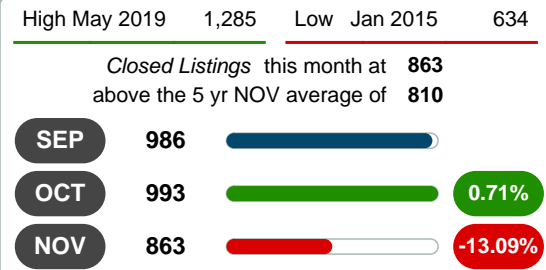


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 810



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-\$75,000	197	22.83%	23.0	85	97	13	2
\$75,001-\$125,000	118	13.67%	10.0	23	80	14	1
\$125,001-\$175,000	181	20.97%	11.0	13	139	25	4
\$175,001-\$250,000	171	19.81%	20.0	12	87	69	3
\$250,001-\$375,000	109	12.63%	30.0	3	43	58	5
\$375,001 and up	87	10.08%	30.0	7	8	51	21
Total Closed Units	863			143	454	230	36
Total Closed Volume	162,059,262	100%	20.0	15.17M	65.99M	65.79M	15.11M
Median Closed Price	\$159,900			\$60,000	\$146,500	\$244,500	\$400,000



November 2019

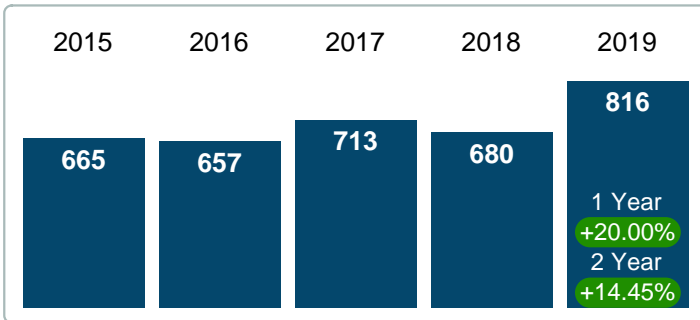
Area Delimited by County Of Tulsa



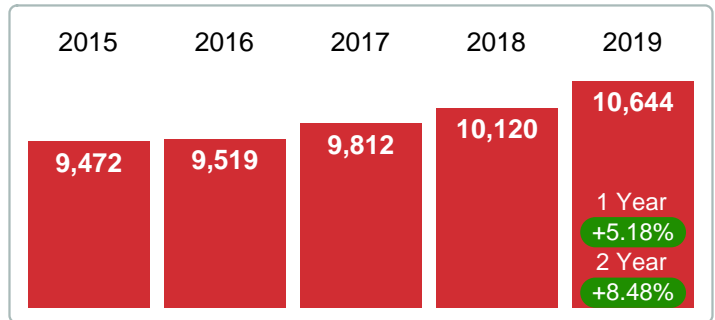
PENDING LISTINGS

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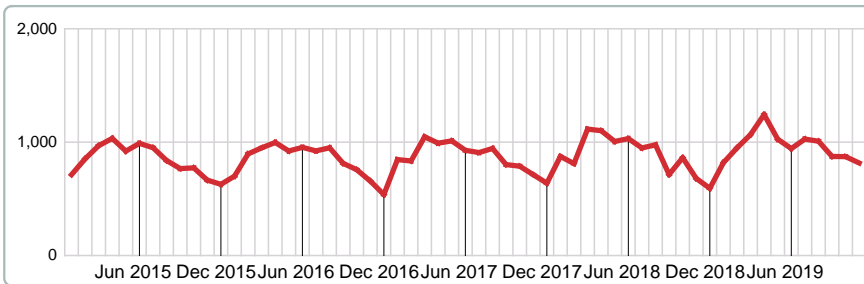
NOVEMBER



YEAR TO DATE (YTD)

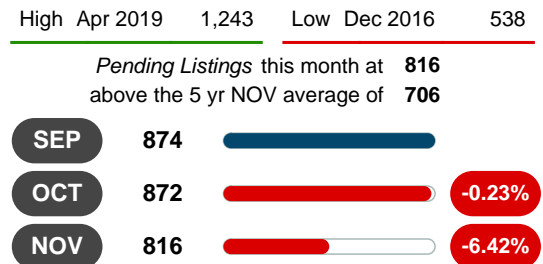


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 706



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	57	6.99%	29.0	17	33	7	0
\$25,001 - \$100,000	104	12.75%	20.0	43	58	3	0
\$100,001 - \$150,000	139	17.03%	11.0	22	101	13	3
\$150,001 - \$200,000	185	22.67%	19.0	10	121	53	1
\$200,001 - \$275,000	146	17.89%	20.0	5	72	59	10
\$275,001 - \$375,000	95	11.64%	55.0	3	44	35	13
\$375,001 and up	90	11.03%	43.5	10	18	40	22
Total Pending Units	816			110	447	210	49
Total Pending Volume	181,662,484	100%	23.0	27.02M	79.93M	57.18M	17.53M
Median Listing Price	\$179,998			\$86,375	\$165,000	\$232,033	\$329,700



November 2019

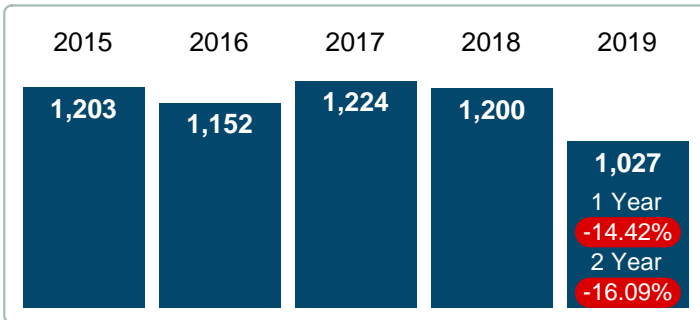
Area Delimited by County Of Tulsa



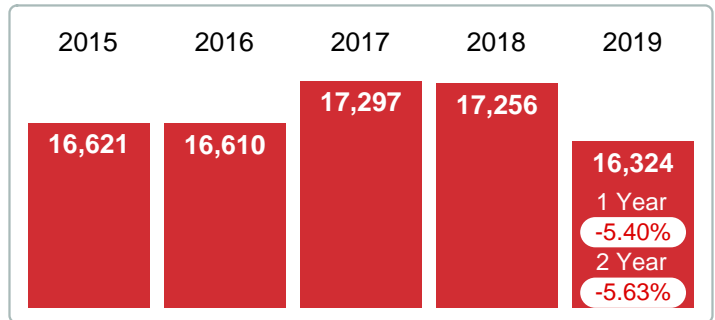
NEW LISTINGS

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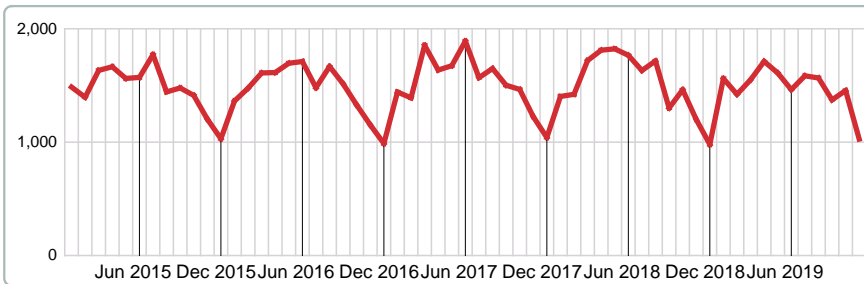
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

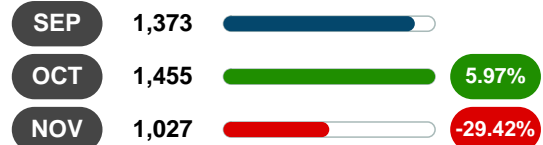


3 MONTHS

5 year NOV AVG = 1,161

High Jun 2017 1,891 | Low Dec 2018 980

New Listings this month at **1,027**
below the 5 yr NOV average of **1,161**



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-\$75,000	217	21.13%	98	105	13	1
\$75,001-\$125,000	93	9.06%	29	57	7	0
\$125,001-\$225,000	309	30.09%	27	210	69	3
\$225,001-\$325,000	158	15.38%	16	67	68	7
\$325,001-\$525,000	147	14.31%	10	33	75	29
\$525,001 and up	103	10.03%	21	15	33	34
Total New Listed Units	1,027		201	487	265	74
Total New Listed Volume	287,957,583	100%	56.00M	84.34M	93.13M	54.48M
Median New Listed Listing Price	\$184,900		\$78,900	\$160,000	\$279,000	\$499,450



November 2019

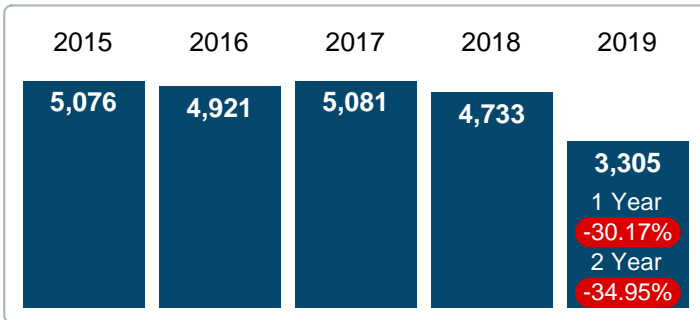
Area Delimited by County Of Tulsa



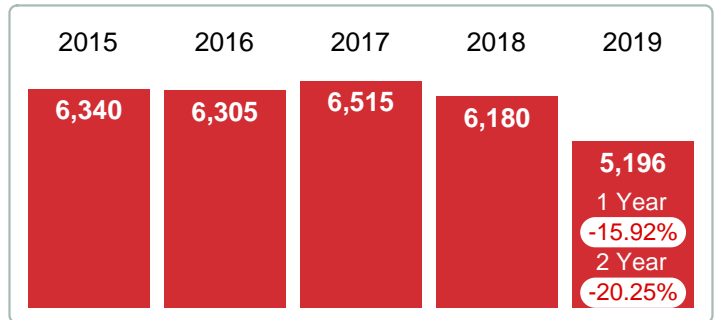
ACTIVE INVENTORY

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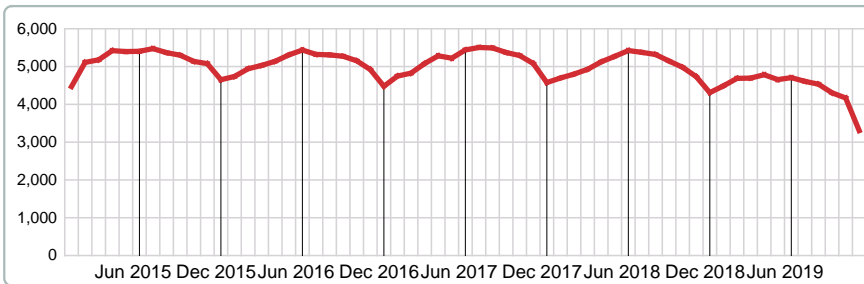
END OF NOVEMBER



ACTIVE DURING NOVEMBER

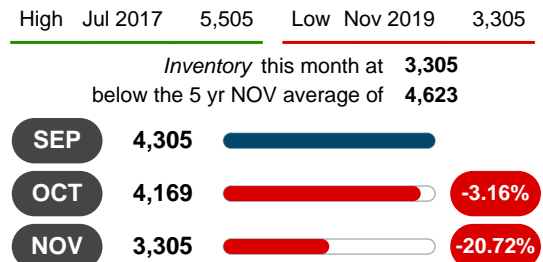


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4,623



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	286	8.65%	45.5	126	123	34	3
\$25,001 - \$100,000	410	12.41%	67.0	282	111	15	2
\$100,001 - \$175,000	536	16.22%	59.0	200	287	45	4
\$175,001 - \$300,000	830	25.11%	61.0	151	342	306	31
\$300,001 - \$400,000	445	13.46%	71.0	57	106	238	44
\$400,001 - \$700,000	460	13.92%	71.0	54	74	232	100
\$700,001 and up	338	10.23%	80.0	143	12	79	104
Total Active Inventory by Units	3,305			1,013	1,055	949	288
Total Active Inventory by Volume	1,172,971,594	100%	64.0	363.43M	218.45M	382.76M	208.33M
Median Active Inventory Listing Price	\$238,000			\$140,000	\$177,500	\$345,000	\$564,450



November 2019

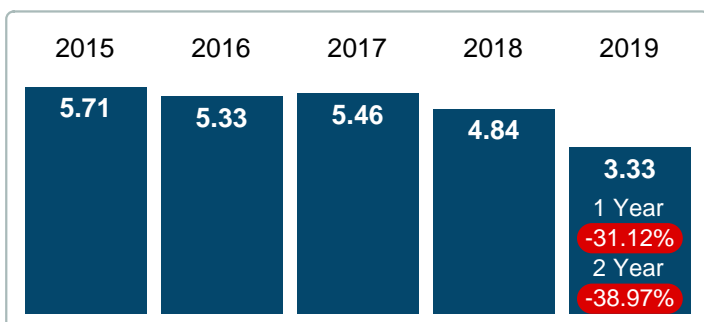
Area Delimited by County Of Tulsa



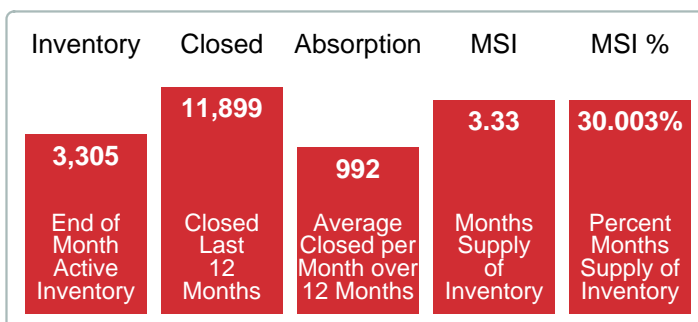
MONTHS SUPPLY of INVENTORY (MSI)

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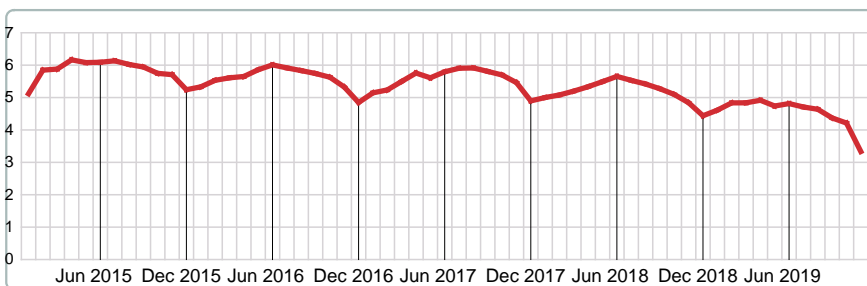
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

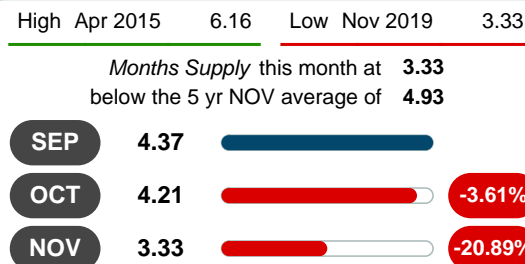


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.93



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
\$25,000 and less	286	8.65%	2.14	3.52	1.68	1.56	1.09
\$25,001 - \$100,000	410	12.41%	2.90	4.60	1.55	1.89	4.00
\$100,001 - \$175,000	536	16.22%	1.87	6.30	1.33	1.24	1.26
\$175,001 - \$300,000	830	25.11%	2.87	9.29	2.54	2.45	2.33
\$300,001 - \$400,000	445	13.46%	5.80	21.38	5.13	5.26	5.39
\$400,001 - \$700,000	460	13.92%	9.34	19.06	7.46	9.16	8.96
\$700,001 and up	338	10.23%	22.79	81.71	6.86	11.02	24.96
Market Supply of Inventory (MSI)			3.33	6.65	2.00	3.53	6.66
Total Active Inventory by Units		100%	3,305	1,013	1,055	949	288



November 2019

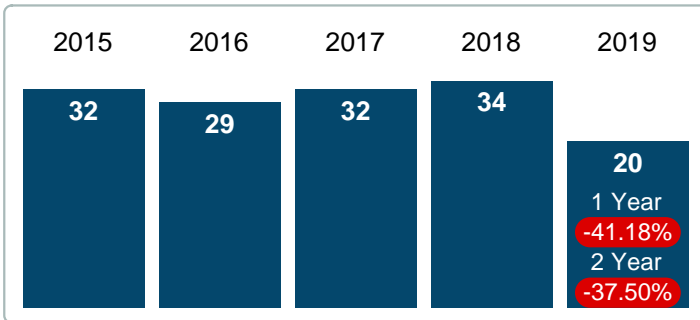
Area Delimited by County Of Tulsa



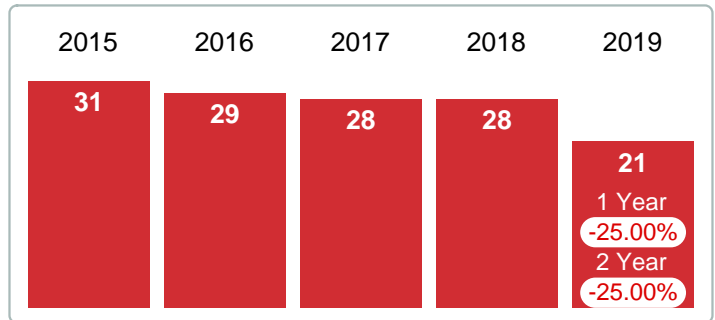
MEDIAN DAYS ON MARKET TO SALE

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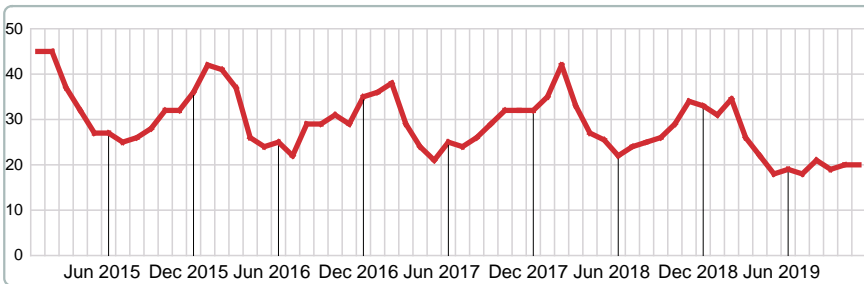
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

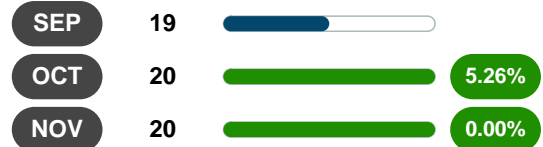


3 MONTHS

5 year NOV AVG = 29

High Feb 2015 45 Low Jul 2019 18

Median Days on Market to Sale this month at 20 below the 5 yr NOV average of 29



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%	80	0	0	0	0
\$1-\$75,000	197	22.83%	23	24	20	51	47
\$75,001-\$125,000	118	13.67%	10	9	11	10	1
\$125,001-\$175,000	181	20.97%	11	47	10	18	16
\$175,001-\$250,000	171	19.81%	20	29	14	26	34
\$250,001-\$375,000	109	12.63%	30	51	28	28	90
\$375,001 and up	87	10.08%	30	46	5	36	30
Median Closed DOM			20	24	13	26	28
Total Closed Units		100%	20.0	143	454	230	36
Total Closed Volume				15.17M	65.99M	65.79M	15.11M



November 2019

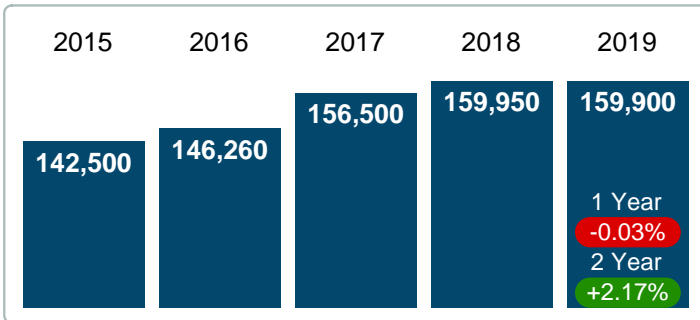
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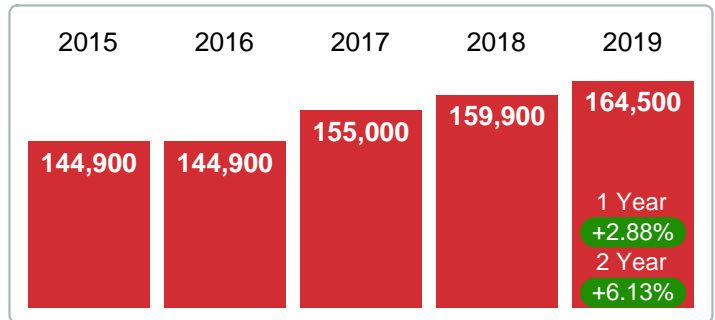
MEDIAN LIST PRICE AT CLOSING

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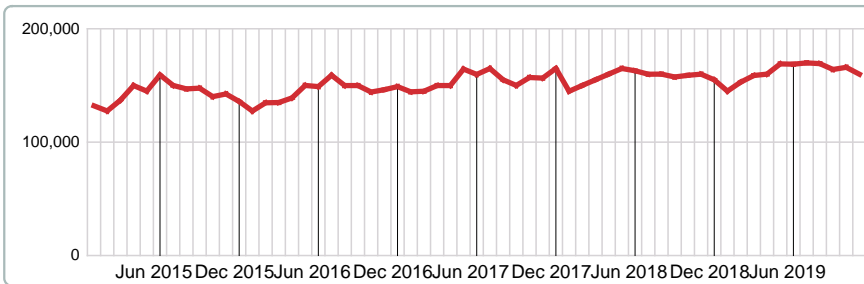
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

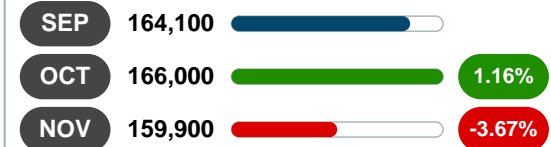


3 MONTHS

5 year NOV AVG = 153,022

High Jul 2019 169,900 Low Jan 2016 127,450

Median List Price at Closing this month at **159,900**
above the 5 yr NOV average of **153,022**



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%	30	0	0	0	0
\$1-\$75,000	194	22.48%	1,595	33,500	1,320	1,650	4,000
\$75,001-\$125,000	114	13.21%	105,000	98,000	109,950	112,000	80,000
\$125,001-\$175,000	182	21.09%	153,450	163,000	150,435	158,950	149,000
\$175,001-\$250,000	169	19.58%	209,000	200,000	199,900	215,450	225,000
\$250,001-\$375,000	117	13.56%	299,000	293,950	295,843	310,000	322,500
\$375,001 and up	87	10.08%	475,000	650,000	459,000	475,000	486,950
Median List Price			159,900	64,900	147,500	249,900	399,750
Total Closed Units		100%	159,900	143	454	230	36
Total Closed Volume			167,066,936	16.53M	67.28M	67.35M	15.90M



November 2019

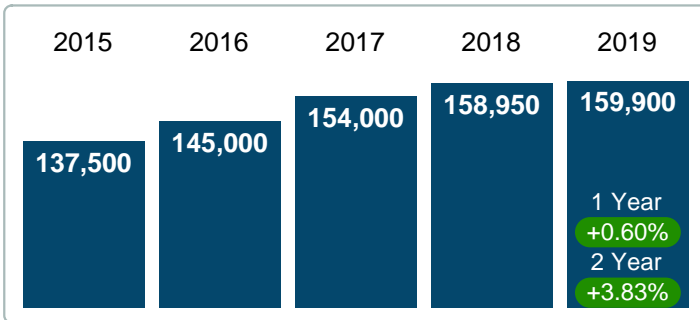
Area Delimited by County Of Tulsa



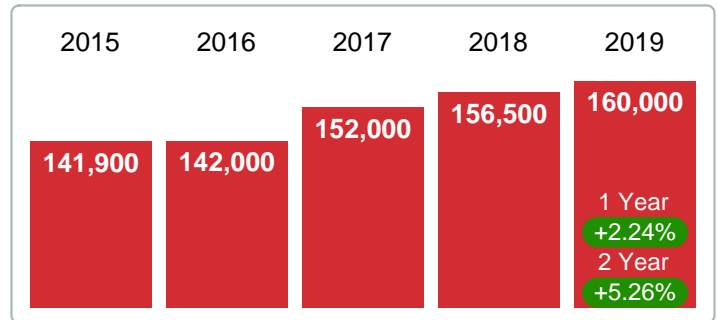
MEDIAN SOLD PRICE AT CLOSING

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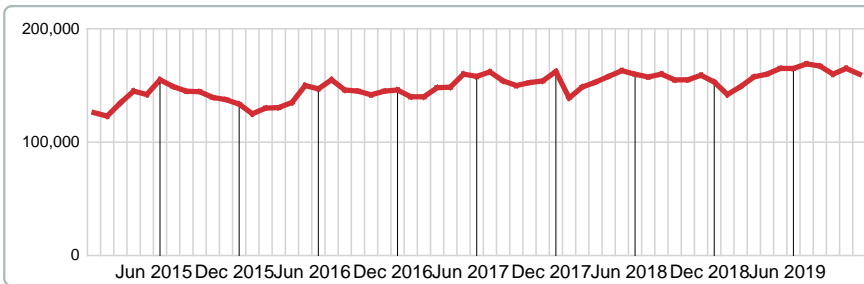
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

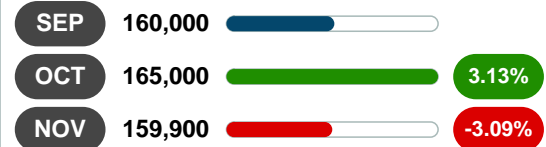


3 MONTHS

5 year NOV AVG = 151,070

High Jul 2019 169,000 Low Feb 2015 123,000

Median Sold Price at Closing this month at **159,900** above the 5 yr NOV average of **151,070**



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%	475,000	0	0	0	0
\$1-\$75,000	197	22.83%	1,595	29,000	1,330	1,650	27,500
\$75,001-\$125,000	118	13.67%	106,944	98,500	110,000	111,000	111,750
\$125,001-\$175,000	181	20.97%	154,000	159,000	154,000	156,000	142,500
\$175,001-\$250,000	171	19.81%	207,000	207,250	200,000	215,000	221,000
\$250,001-\$375,000	109	12.63%	297,500	295,000	287,500	304,500	310,000
\$375,001 and up	87	10.08%	460,000	625,000	457,375	460,000	460,000
Median Sold Price			159,900	60,000	146,500	244,500	400,000
Total Closed Units		100%	863	143	454	230	36
Total Closed Volume			162,059,262	15.17M	65.99M	65.79M	15.11M



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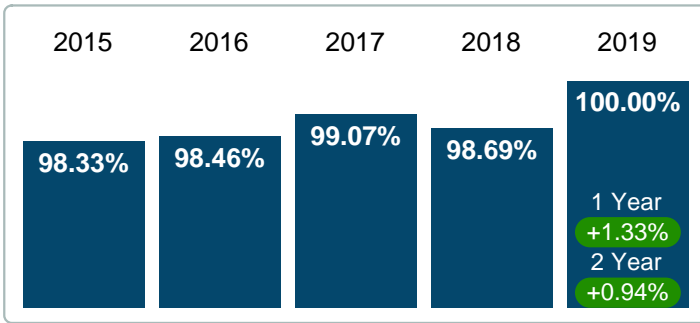
Area Delimited by County Of Tulsa



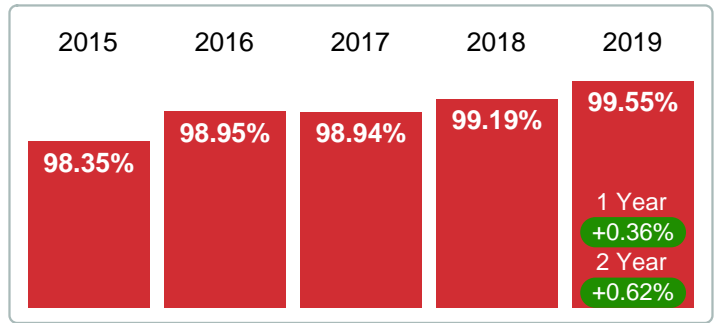
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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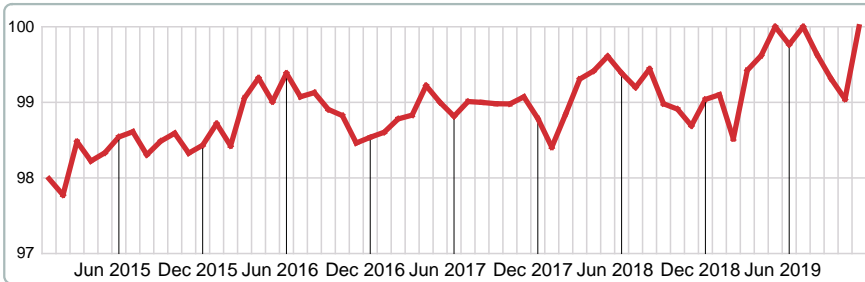
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

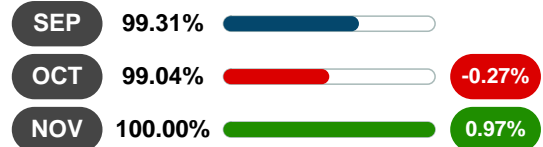


3 MONTHS

5 year NOV AVG = 98.91%

High Nov 2019 100.00% Low Feb 2015 97.78%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.91%**



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-\$75,000	197	22.83%	100.00%	98.96%	100.00%	100.00%	93.75%
\$75,001-\$125,000	118	13.67%	98.86%	97.79%	98.68%	100.00%	82.78%
\$125,001-\$175,000	181	20.97%	100.00%	98.33%	100.00%	100.00%	97.82%
\$175,001-\$250,000	171	19.81%	99.78%	98.60%	99.44%	100.00%	100.00%
\$250,001-\$375,000	109	12.63%	98.67%	101.90%	99.46%	98.81%	97.85%
\$375,001 and up	87	10.08%	97.75%	96.15%	98.02%	97.70%	98.18%
Median Sold/List Ratio		100.00%		97.79%	100.00%	99.42%	98.20%
Total Closed Units		863	100%	143	454	230	36
Total Closed Volume		162,059,262		15.17M	65.99M	65.79M	15.11M



November 2019

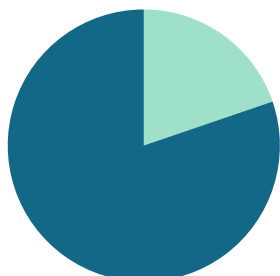
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

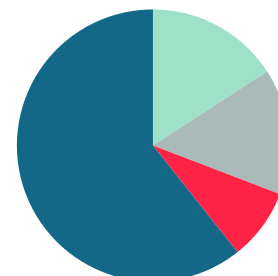


Inventory
 New Listings
1,027 = 19.77%
 Start Inventory
4,169
 Total Inventory Units
5,196
 Volume
\$1,658,817,120

Market Activity

Closed Sales
863 = 15.84%
 Pending Sales
816 = 14.98%
 Other Off Market
463 = 8.50%
 Active Inventory
3,305 = 60.68%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	838	863	2.98%	10,869	11,115	2.26%
Pending Sales	680	816	20.00%	10,120	10,644	5.18%
New Listings	1,200	1,027	-14.42%	17,256	16,324	-5.40%
Median List Price	159,950	159,900	-0.03%	159,900	164,500	2.88%
Median Sale Price	158,950	159,900	0.60%	156,500	160,000	2.24%
Median Percent of Selling Price to List Price	98.69%	100.00%	1.33%	99.19%	99.55%	0.36%
Median Days on Market to Sale	34.00	20.00	-41.18%	28.00	21.00	-25.00%
Monthly Inventory	4,734	3,305	-30.19%	4,734	3,305	-30.19%
Months Supply of Inventory	4.84	3.33	-31.14%	4.84	3.33	-31.14%

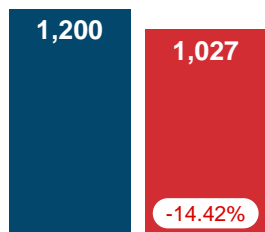
Absorption: Last 12 months, an Average of **992** Sales/Month

Inventory on November 30, 2019 = **3,305** 2018 2019

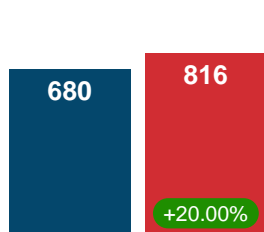
NOVEMBER MARKET

MEDIAN PRICES

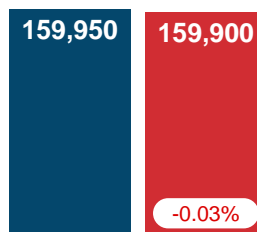
New Listings



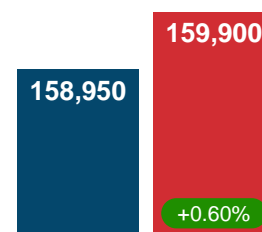
Pending Listings



List Price



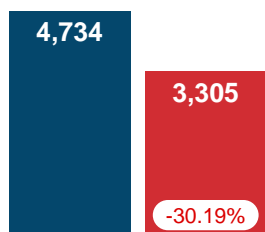
Sale Price



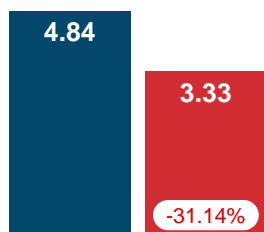
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

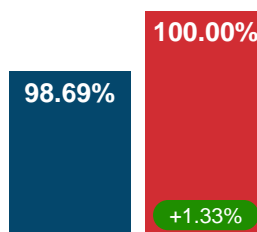
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

