

# November 2020



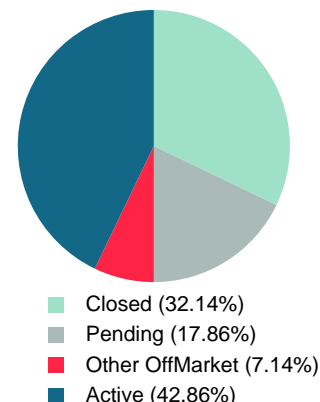
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	13	9	-30.77%
Pending Listings	3	5	66.67%
New Listings	19	7	-63.16%
Average List Price	1,757	1,403	-20.16%
Average Sale Price	1,846	1,403	-24.00%
Average Percent of Selling Price to List Price	102.05%	100.00%	-2.01%
Average Days on Market to Sale	41.77	21.78	-47.86%
End of Month Inventory	31	12	-61.29%
Months Supply of Inventory	2.11	0.79	-62.77%



**Absorption:** Last 12 months, an Average of **15 Sales/Month**  
**Active Inventory** as of November 30, 2020 = **12**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **61.29%** to 12 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **0.79** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **24.00%** in November 2020 to \$1,403 versus the previous year at \$1,846.

#### Average Days on Market Shortens

The average number of **21.78** days that homes spent on the market before selling decreased by 19.99 days or **47.86%** in November 2020 compared to last year's same month at **41.77** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 7 New Listings in November 2020, down **63.16%** from last year at 19. Furthermore, there were 9 Closed Listings this month versus last year at 13, a **-30.77%** decrease.

Closed versus Listed trends yielded a **128.6%** ratio, up from previous year's, November 2019, at **68.4%**, a **87.91%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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 2020



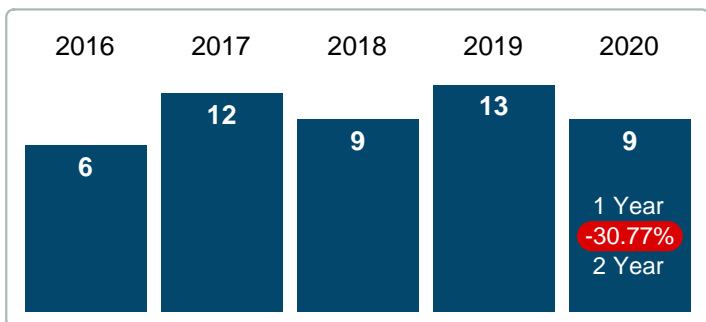
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



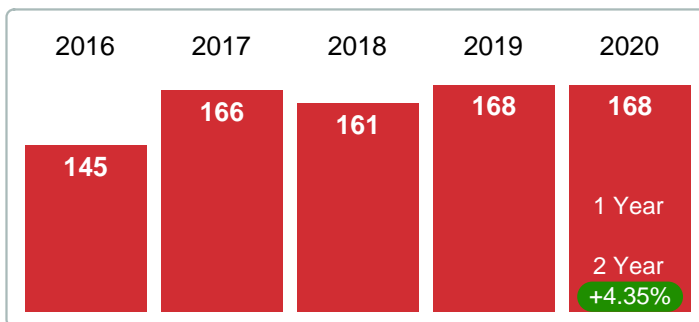
## CLOSED LISTINGS

Report produced on Jan 26, 2021 for MLS Technology Inc.

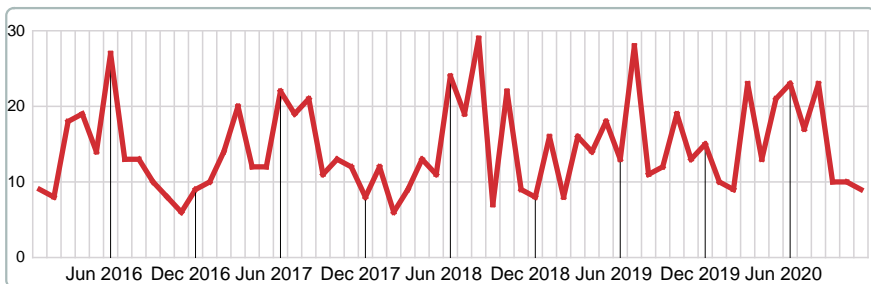
### NOVEMBER



### YEAR TO DATE (YTD)

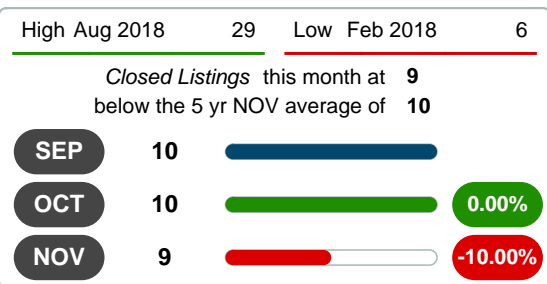


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 10



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	9	100.00%	21.8	0	7	2	0
<b>Total Closed Units</b>	<b>9</b>			<b>0</b>	<b>7</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,625</b>	<b>100%</b>	<b>21.8</b>	<b>0.00B</b>	<b>8,430</b>	<b>4,195</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,403</b>			<b>\$0</b>	<b>\$1,204</b>	<b>\$2,098</b>	<b>\$0</b>

# November 2020



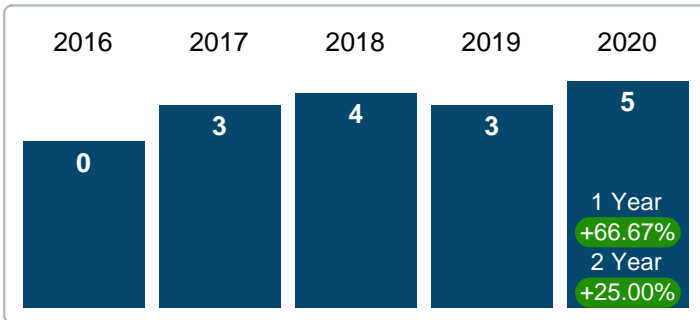
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



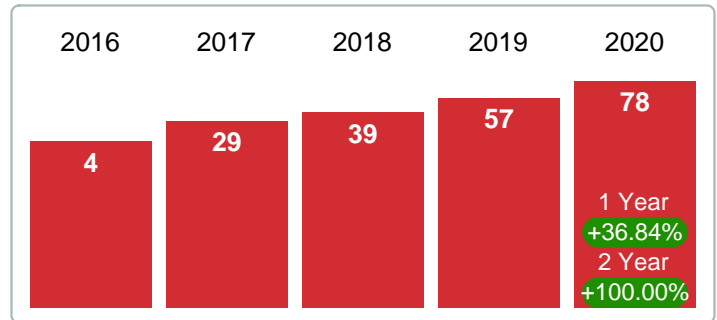
## PENDING LISTINGS

Report produced on Jan 26, 2021 for MLS Technology Inc.

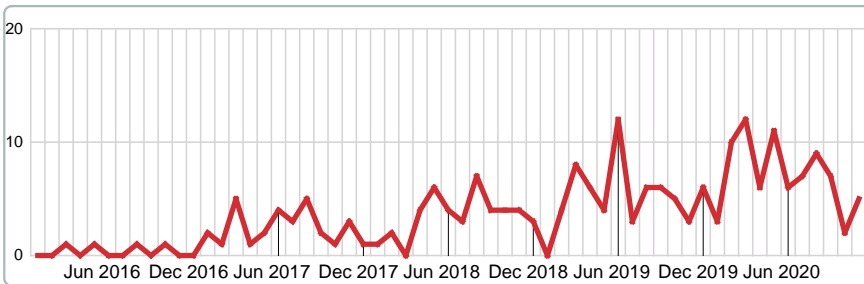
### NOVEMBER



### YEAR TO DATE (YTD)

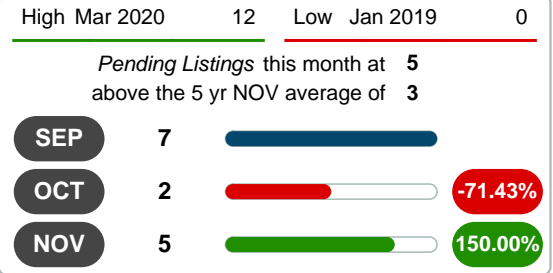


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	5	100.00%	21.8	1	3	1	0
<b>Total Pending Units</b>	<b>5</b>			<b>1</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,995</b>	<b>100%</b>	<b>21.8</b>	<b>2,200</b>	<b>4,095</b>	<b>1,700</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,599</b>			<b>\$2,200</b>	<b>\$1,365</b>	<b>\$1,700</b>	<b>\$0</b>

# November 2020



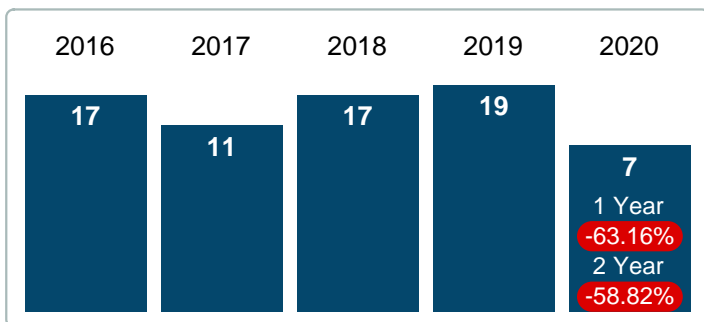
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



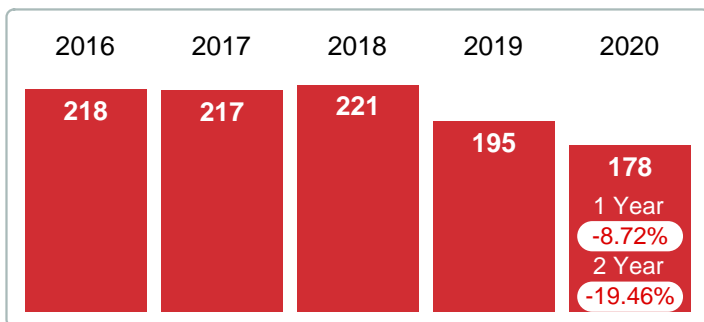
## NEW LISTINGS

Report produced on Jan 26, 2021 for MLS Technology Inc.

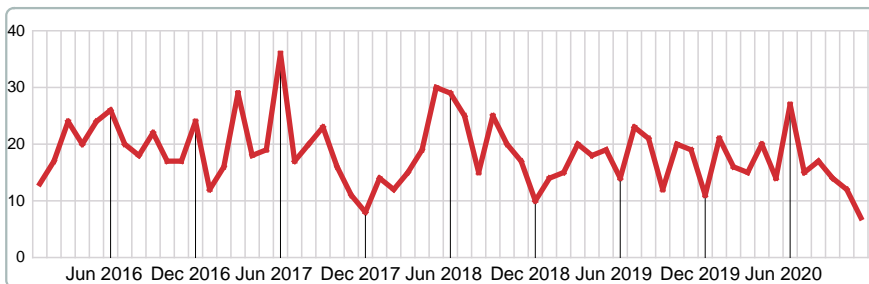
### NOVEMBER



### YEAR TO DATE (YTD)

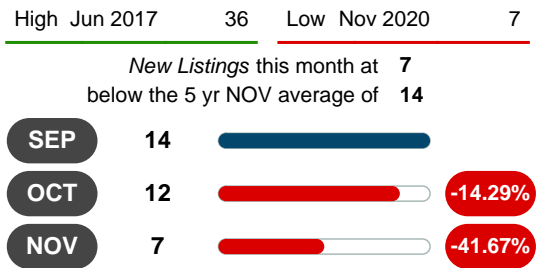


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 14



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	7	100.00%	0	2	4	1
<b>Total New Listed Units</b>	<b>7</b>		<b>0</b>	<b>2</b>	<b>4</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,295</b>	<b>100%</b>	<b>0.00B</b>	<b>2,600</b>	<b>11.10K</b>	<b>2,600</b>
<b>Average New Listed Listing Price</b>	<b>\$1,674</b>		<b>\$0</b>	<b>\$1,300</b>	<b>\$2,774</b>	<b>\$2,600</b>

# November 2020



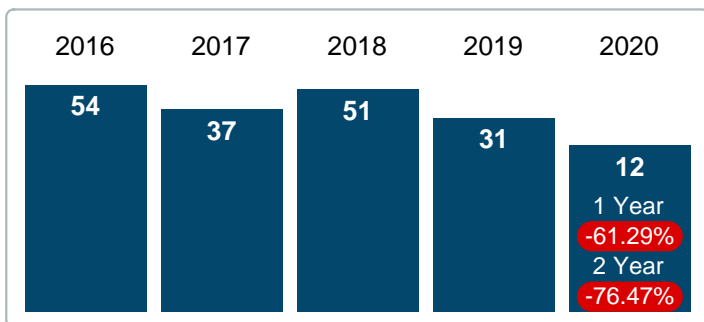
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



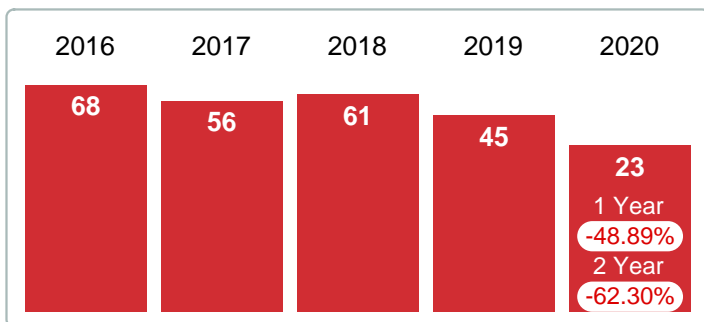
## ACTIVE INVENTORY

Report produced on Jan 26, 2021 for MLS Technology Inc.

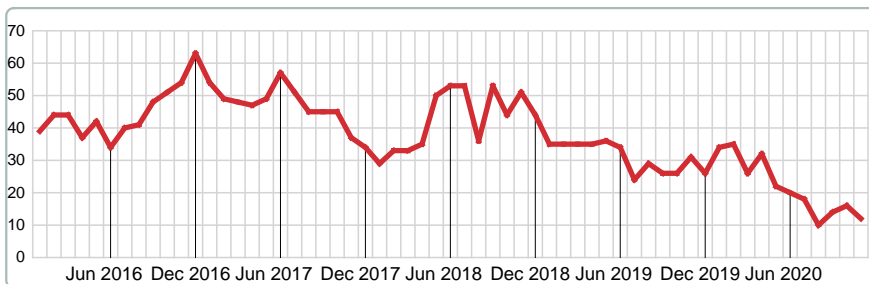
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

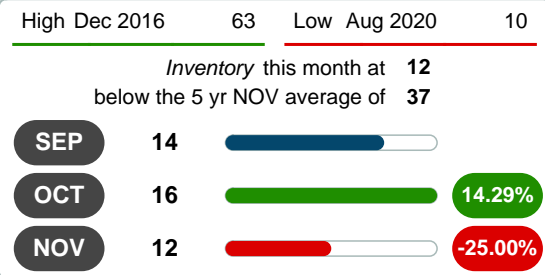


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 37



### 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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 and up	12	100.00%	51.9	4	3	4	1
Total Active Inventory by Units			12	4	3	4	1
Total Active Inventory by Volume			26,840	5,995	4,145	14.10K	2,600
Average Active Inventory Listing Price			\$2,237	\$1,499	\$1,382	\$3,525	\$2,600

# November 2020



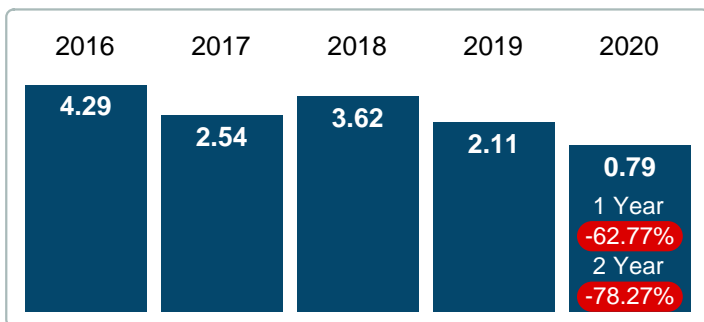
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



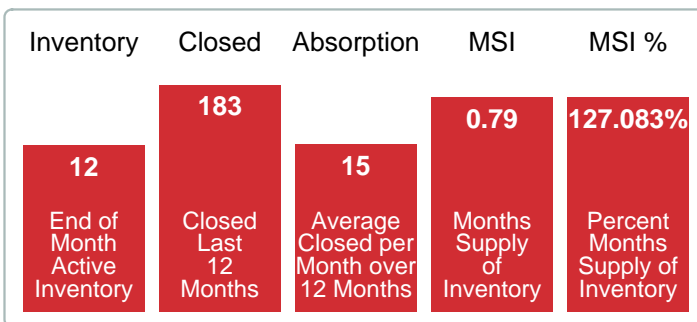
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 26, 2021 for MLS Technology Inc.

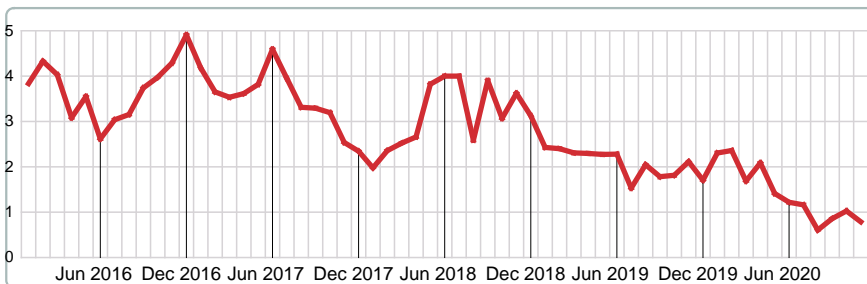
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

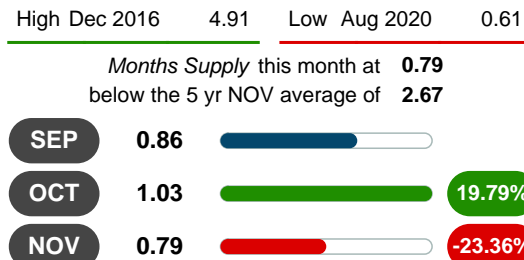


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.67



### 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%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	12	100.00%	0.79	1.60	0.34	1.17	2.40
Market Supply of Inventory (MSI)			0.79	1.60	0.34	1.17	2.40
Total Active Inventory by Units			12	4	3	4	1

# November 2020



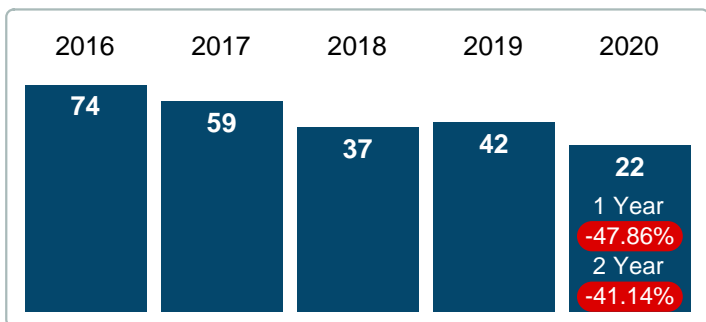
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



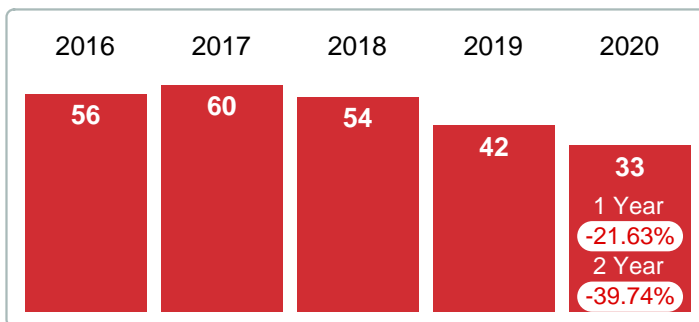
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 26, 2021 for MLS Technology Inc.

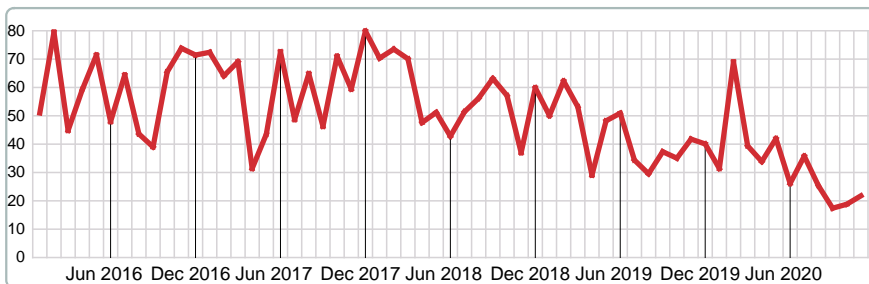
### NOVEMBER



### YEAR TO DATE (YTD)

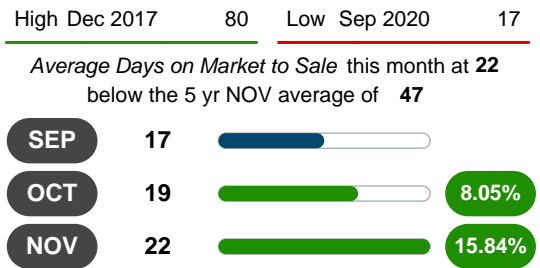


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47



### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	9	100.00%	22	0	24	13	0
Average Closed DOM			22	0	24	13	0
Total Closed Units		100%	22		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B

# November 2020



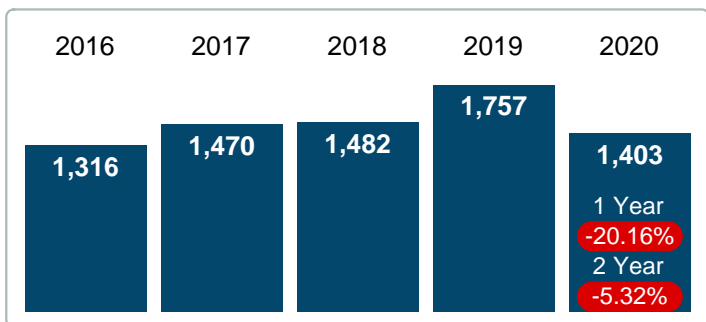
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



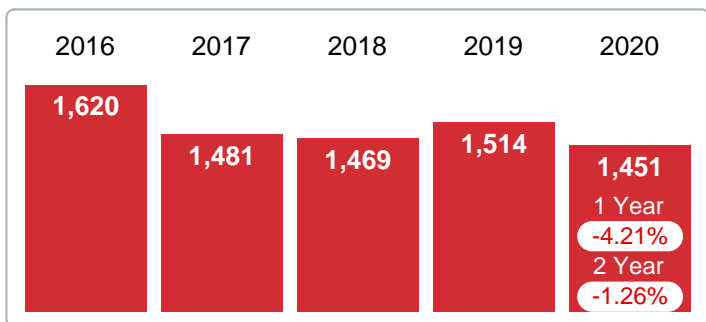
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 26, 2021 for MLS Technology Inc.

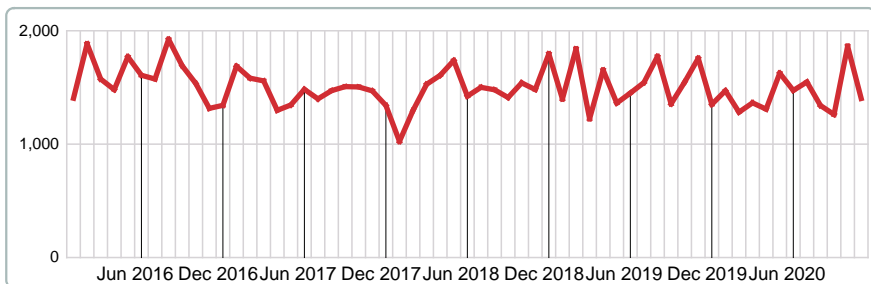
### NOVEMBER



### YEAR TO DATE (YTD)

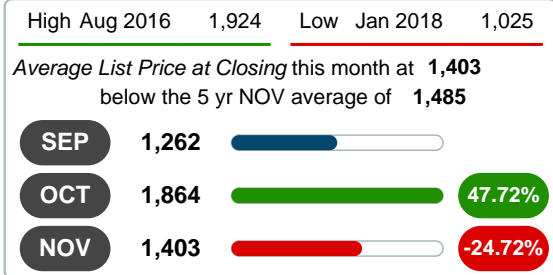


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,485



### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	9	100.00%	1,403	0	1,204	2,098	0
Average List Price			1,403	0	1,204	2,098	0
Total Closed Units		100%	1,403		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B



# November 2020



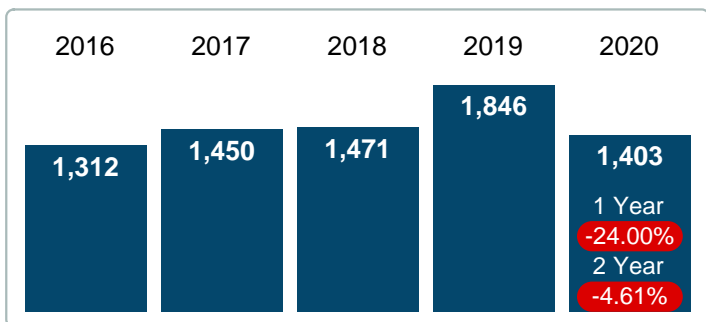
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



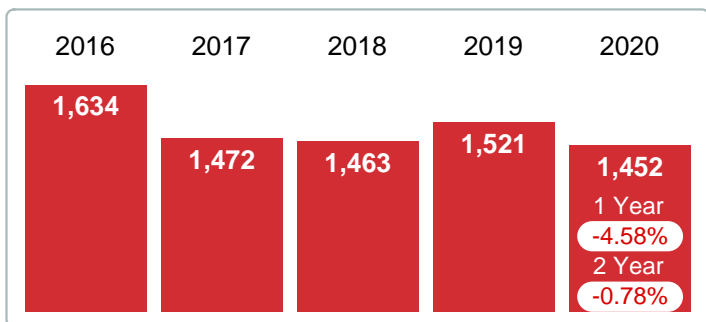
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 26, 2021 for MLS Technology Inc.

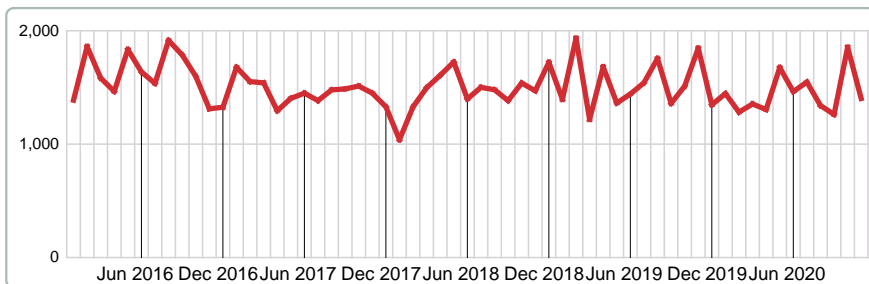
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,496

High Feb 2019 1,934 Low Jan 2018 1,040  
Average Sold Price at Closing this month at 1,403 below the 5 yr NOV average of 1,496

Month	Average Sold Price	Change (%)
SEP	1,262	
OCT	1,854	46.97%
NOV	1,403	-24.34%

### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	9	100.00%	1,403	0	1,204	2,098	0
Average Sold Price			1,403	0	1,204	2,098	0
Total Closed Units		100%	1,403		7	2	
Total Closed Volume			12,625	0.00B	8,430	4,195	0.00B

# November 2020



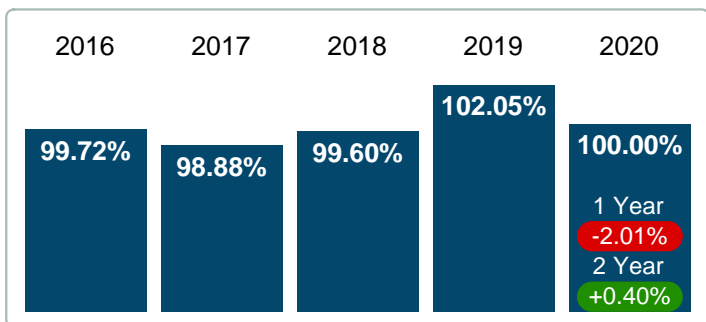
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



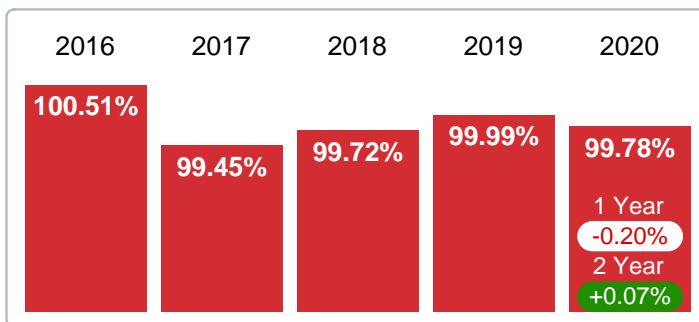
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 26, 2021 for MLS Technology Inc.

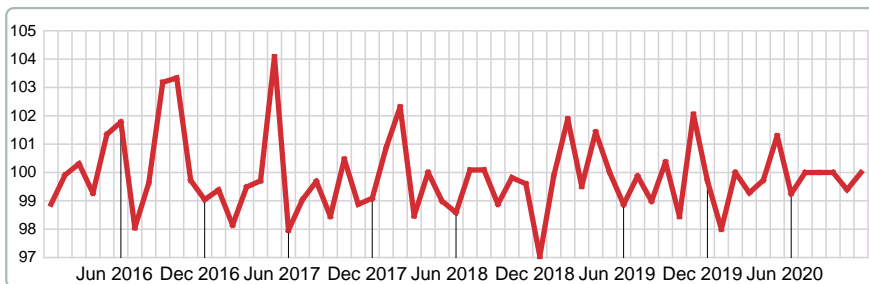
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

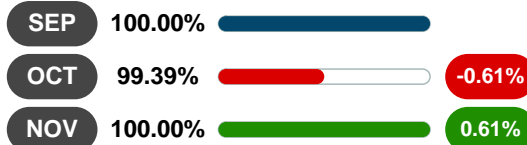


### 3 MONTHS

5 year NOV AVG = 100.05%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr NOV average of **100.05%**



## 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 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	9	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		0.00%	100.00%	100.00%	0.00%
Total Closed Units		9	100%		7	2	
Total Closed Volume		12,625		0.00B	8,430	4,195	0.00B

# November 2020



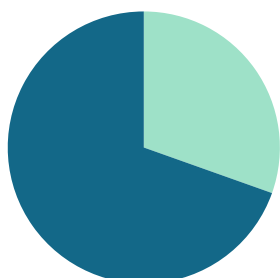
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



## MARKET SUMMARY

Report produced on Jan 26, 2021 for MLS Technology Inc.

### INVENTORY

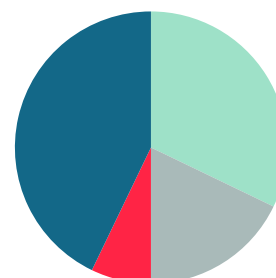


**Inventory**  
 New Listings  
 7 = 30.43%  
 Start Inventory  
 16  
 Total Inventory Units  
 23  
 Volume  
 \$41,585

### Market Activity

Closed Sales  
 9 = 32.14%  
 Pending Sales  
 5 = 17.86%  
 Other Off Market  
 2 = 7.14%  
 Active Inventory  
 12 = 42.86%

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	9	-30.77%	168	168	0.00%
Pending Sales	3	5	+66.67%	57	78	+36.84%
New Listings	19	7	-63.16%	195	178	-8.72%
Average List Price	1,757	1,403	-20.16%	1,514	1,451	-4.21%
Average Sale Price	1,846	1,403	-24.00%	1,521	1,452	-4.58%
Average Percent of Selling Price to List Price	102.05%	100.00%	-2.01%	99.99%	99.78%	-0.20%
Average Days on Market to Sale	41.77	21.78	-47.86%	41.86	32.80	-21.63%
Monthly Inventory	31	12	-61.29%	31	12	-61.29%
Months Supply of Inventory	2.11	0.79	-62.77%	2.11	0.79	-62.77%

**Absorption:** Last 12 months, an Average of 15 Sales/Month

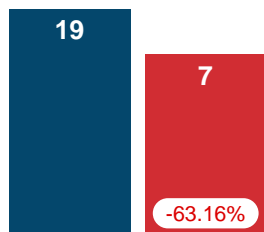
**Inventory** on November 30, 2020 = 12

2019 2020

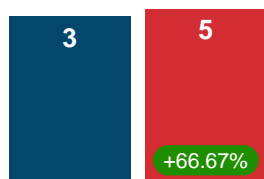
### NOVEMBER MARKET

### AVERAGE PRICES

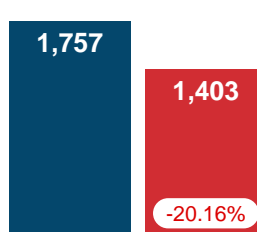
#### New Listings



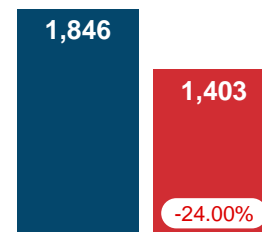
#### Pending Listings



#### List Price



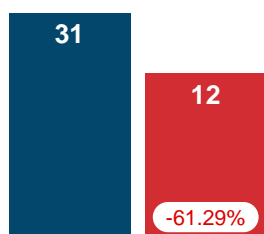
#### Sale Price



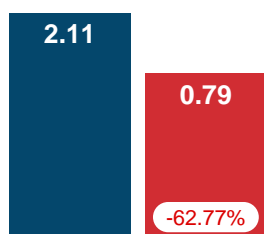
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

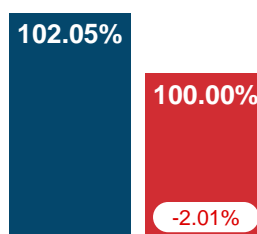
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

