

# November 2020



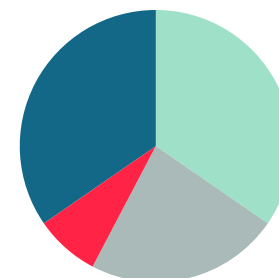
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	7	9	28.57%
Pending Listings	4	6	50.00%
New Listings	9	9	0.00%
Average List Price	1,277	1,485	16.28%
Average Sale Price	1,249	1,485	18.87%
Average Percent of Selling Price to List Price	97.85%	100.00%	2.20%
Average Days on Market to Sale	31.00	18.33	-40.86%
End of Month Inventory	13	9	-30.77%
Months Supply of Inventory	1.25	0.98	-21.33%



■ Closed (34.62%)  
■ Pending (23.08%)  
■ Other OffMarket (7.69%)  
■ Active (34.62%)

**Absorption:** Last 12 months, an Average of **9** Sales/Month  
**Active Inventory** as of November 30, 2020 = **9**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **30.77%** to 9 existing homes available for sale. Over the last 12 months this area has had an average of 9 closed sales per month. This represents an unsold inventory index of **0.98** 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 **18.87%** in November 2020 to \$1,485 versus the previous year at \$1,249.

#### Average Days on Market Shortens

The average number of **18.33** days that homes spent on the market before selling decreased by 12.67 days or **40.86%** in November 2020 compared to last year's same month at **31.00** DOM.

#### Sales Success for November 2020 is Positive

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

There were 9 New Listings in November 2020, down **0.00%** from last year at 9. Furthermore, there were 9 Closed Listings this month versus last year at 7, a **28.57%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, November 2019, at **77.8%**, a **28.57%** 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



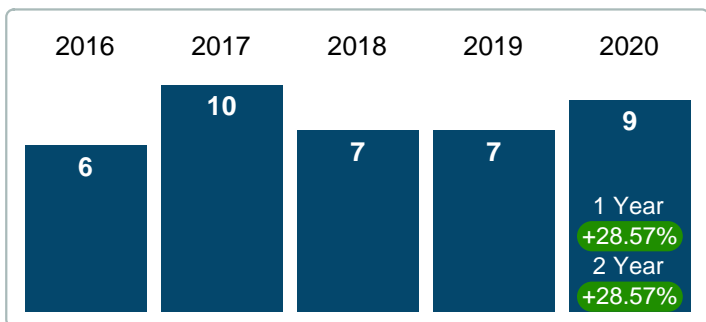
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



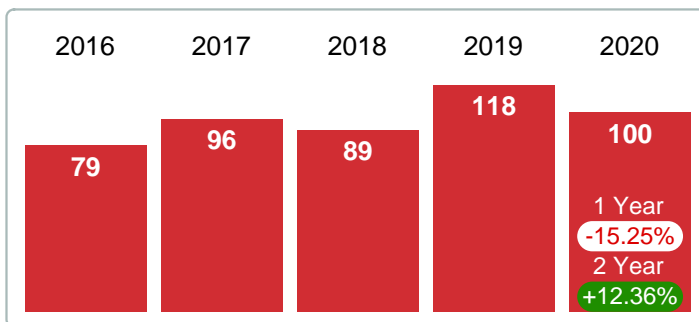
## CLOSED LISTINGS

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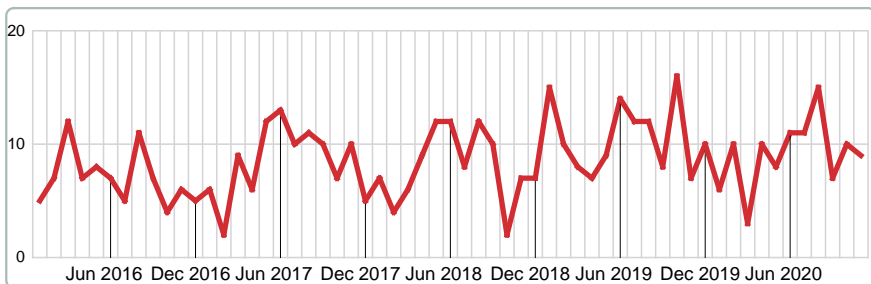
### NOVEMBER



### YEAR TO DATE (YTD)

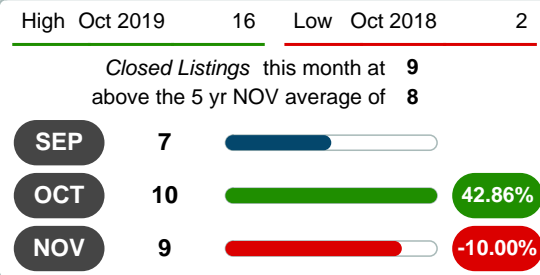


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 8



### 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%	18.3	1	5	3	0
<b>Total Closed Units</b>	<b>9</b>			<b>1</b>	<b>5</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>13,365</b>	<b>100%</b>	<b>18.3</b>	<b>1,100</b>	<b>7,170</b>	<b>5,095</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,485</b>			<b>\$1,100</b>	<b>\$1,434</b>	<b>\$1,698</b>	<b>\$0</b>

# November 2020



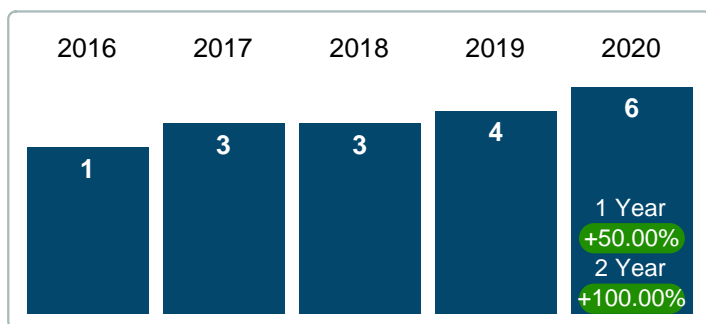
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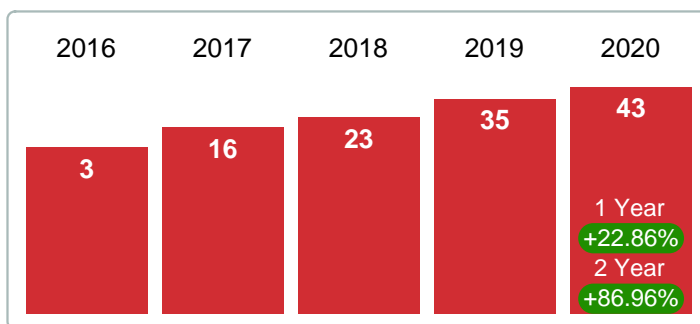
## PENDING LISTINGS

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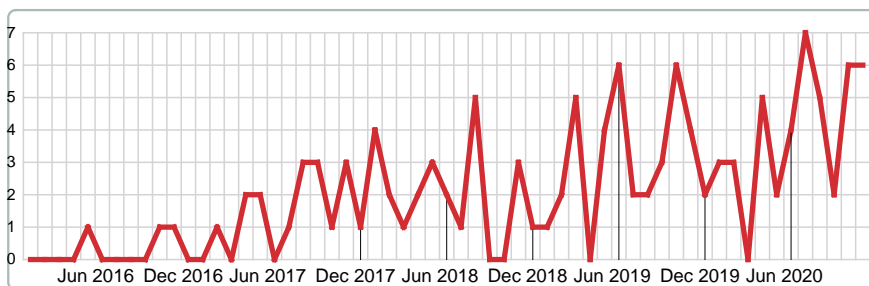
### NOVEMBER



### YEAR TO DATE (YTD)

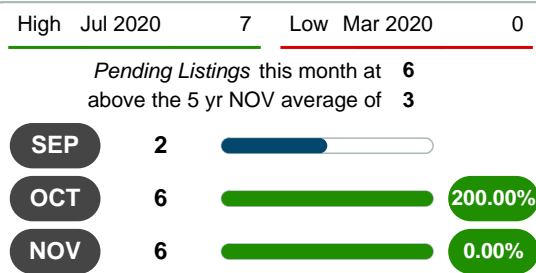


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	6	100.00%	25.2	0	5	1	0
<b>Total Pending Units</b>	<b>6</b>			<b>0</b>	<b>5</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,565</b>	<b>100%</b>	<b>25.2</b>	<b>0.00B</b>	<b>6,770</b>	<b>1,795</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,428</b>			<b>\$0</b>	<b>\$1,354</b>	<b>\$1,795</b>	<b>\$0</b>

# November 2020



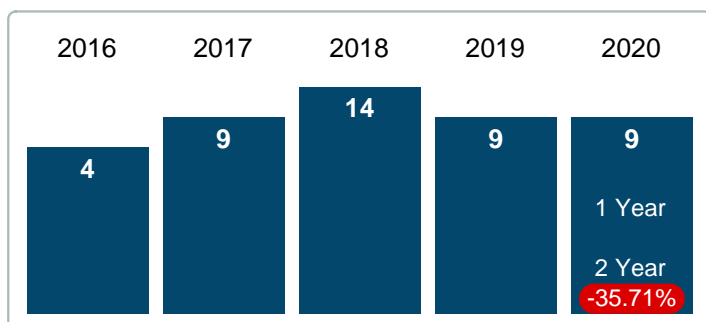
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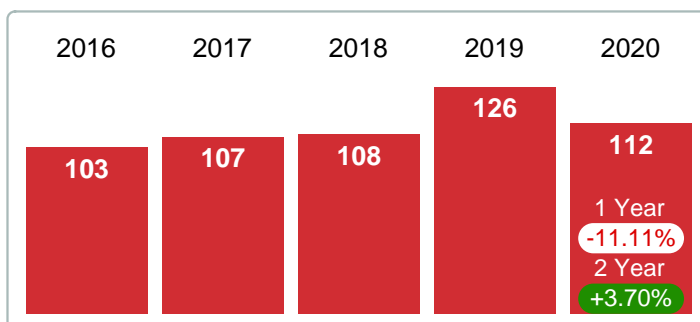
## NEW LISTINGS

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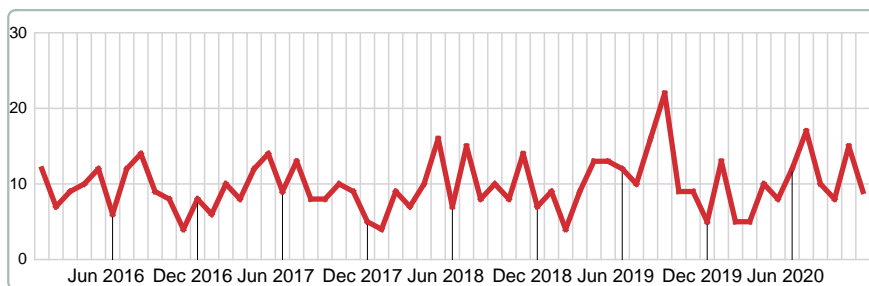
### NOVEMBER



### YEAR TO DATE (YTD)

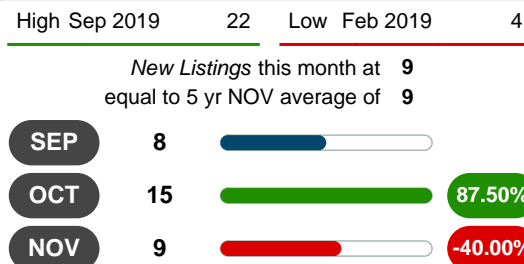


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 9



### 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-\$0	0	0.00%	0	0	0	0
\$1 and up	9	100.00%	0	6	3	0
<b>Total New Listed Units</b>	<b>9</b>		<b>0</b>	<b>6</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>13,165</b>	<b>100%</b>	<b>0.00B</b>	<b>7,845</b>	<b>5,320</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,424</b>		<b>\$0</b>	<b>\$1,308</b>	<b>\$1,773</b>	<b>\$0</b>

# November 2020



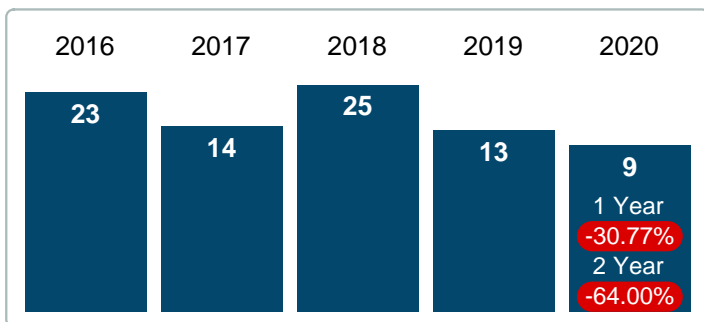
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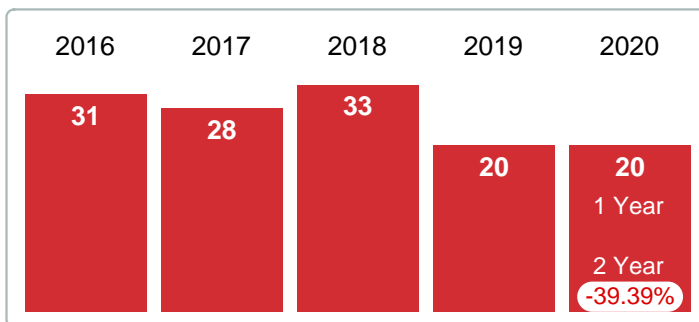
## ACTIVE INVENTORY

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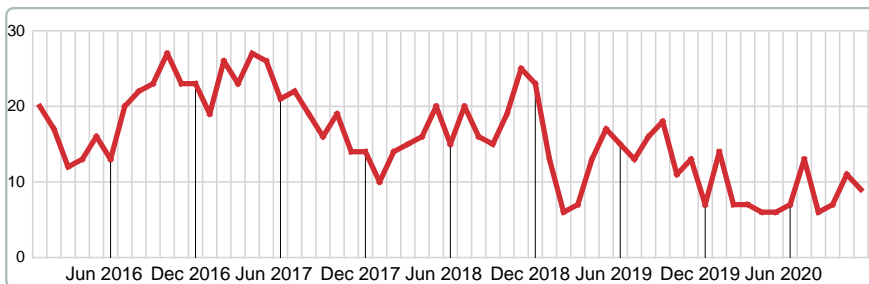
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 17

High Apr 2017 27 Low Aug 2020 6

Inventory this month at 9  
below the 5 yr NOV average of 17



### 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	9	100.00%	27.3	0	6	3	0
Total Active Inventory by Units		9		0	6	3	0
Total Active Inventory by Volume		13,155	100%	0.00B	7,715	5,440	0.00B
Average Active Inventory Listing Price		\$1,462		\$0	\$1,286	\$1,813	\$0

# November 2020



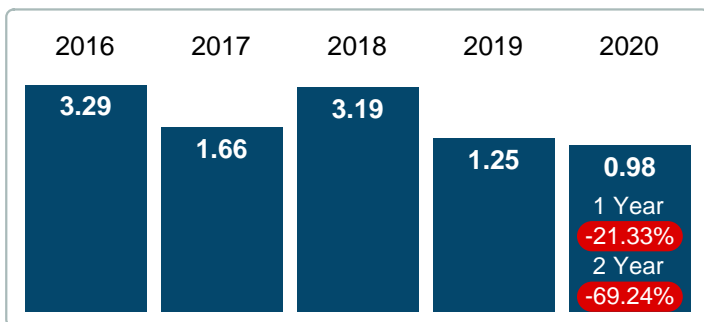
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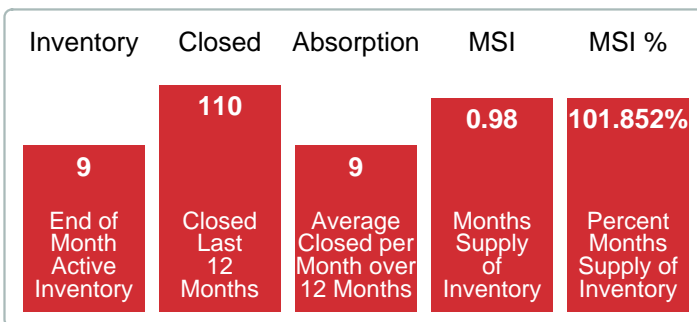
## MONTHS SUPPLY of INVENTORY (MSI)

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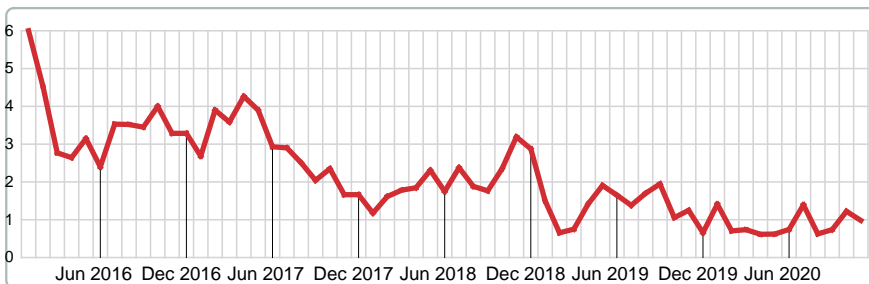
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.07

High Jan 2016 6.00 Low Apr 2020 0.62

Months Supply this month at **0.98**  
below the 5 yr NOV average of **2.07**



### 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	9	100.00%	0.98	0.00	1.01	1.24	0.00
Market Supply of Inventory (MSI)	0.98			0.00	1.01	1.24	0.00
Total Active Inventory by Units	9	100%	0.98	0	6	3	0

# November 2020



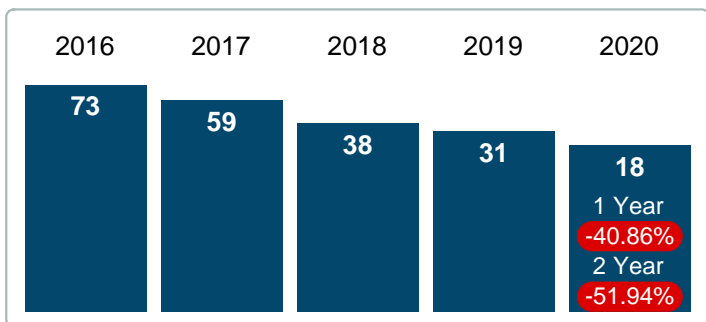
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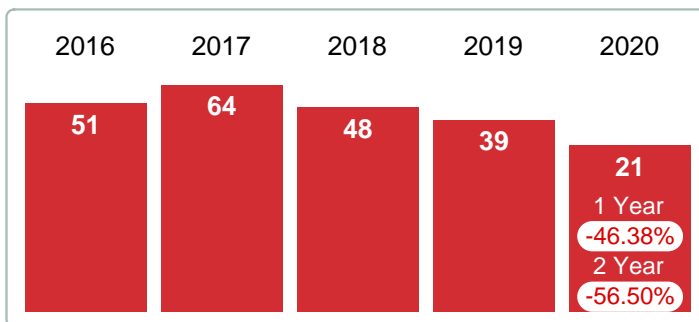
## AVERAGE DAYS ON MARKET TO SALE

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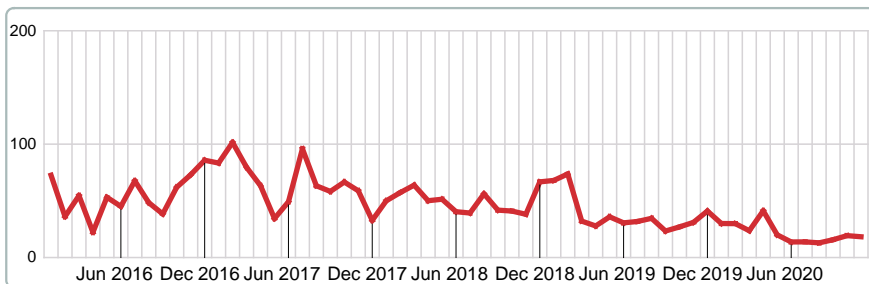
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

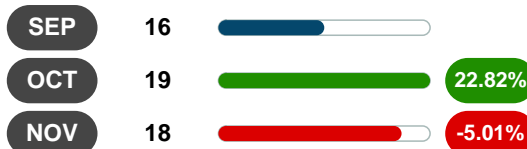


### 3 MONTHS

5 year NOV AVG = 44

High Feb 2017 102 Low Aug 2020 13

Average Days on Market to Sale this month at 18 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 \$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%	18	14	22	13	0
Average Closed DOM			18	14	22	13	0
Total Closed Units		100%	18	1	5	3	
Total Closed Volume			13,365	1,100	7,170	5,095	0.00B

# November 2020



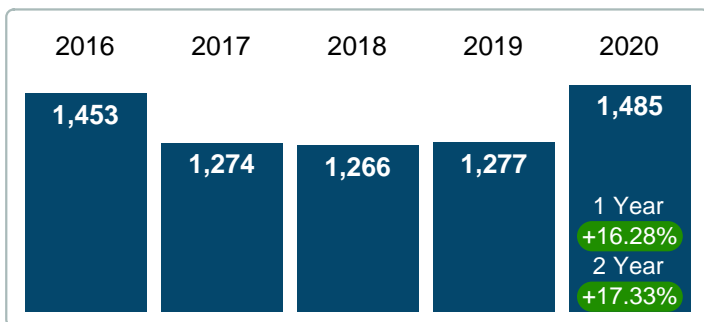
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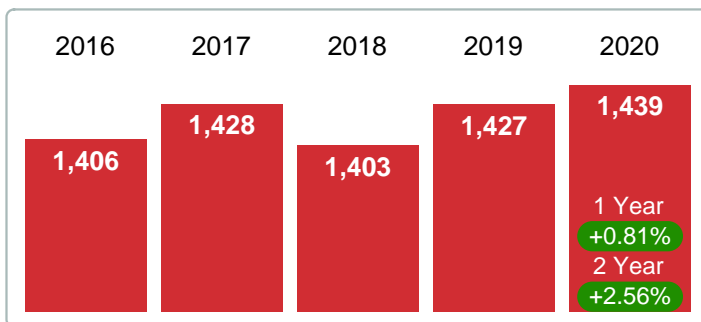
## AVERAGE LIST PRICE AT CLOSING

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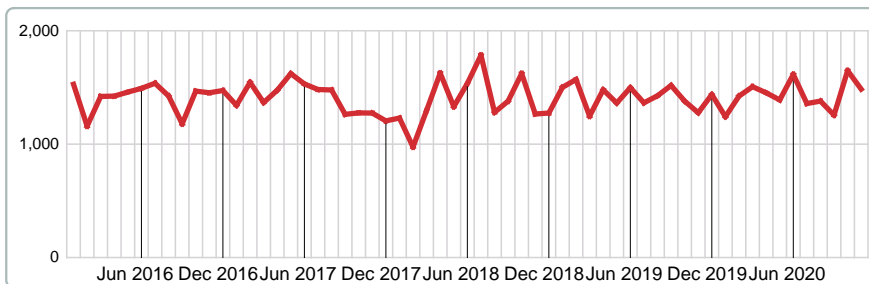
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,351

High Jul 2018 1,784 Low Feb 2018 975

Average List Price at Closing this month at **1,485** above the 5 yr NOV average of **1,351**

SEP	1,256	<div style="width: 20%;"></div>
OCT	1,648	<div style="width: 80%;"></div> 31.19%
NOV	1,485	<div style="width: 40%;"></div> -9.91%

### 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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	1,485	1,100	1,434	1,698	0
Average List Price			1,485	1,100	1,434	1,698	0
Total Closed Units		100%	1,485	1	5	3	
Total Closed Volume			13,365	1,100	7,170	5,095	0.00B



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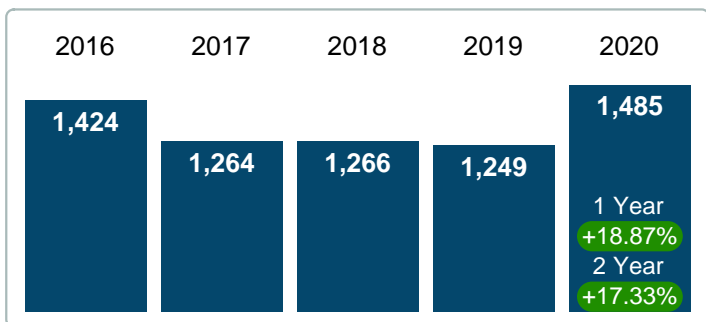
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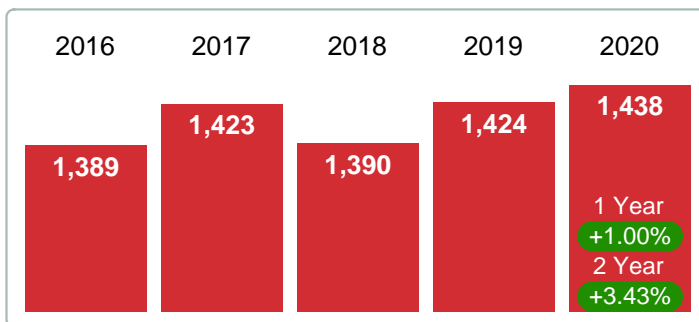
## AVERAGE SOLD PRICE AT CLOSING

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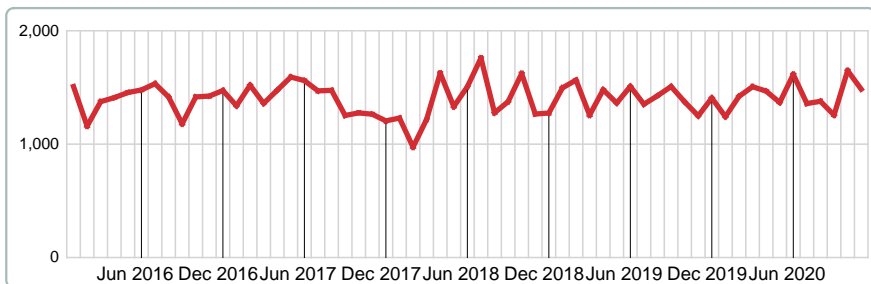
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,338

High Jul 2018 1,759 Low Feb 2018 974

Average Sold Price at Closing this month at **1,485** above the 5 yr NOV average of **1,338**

SEP	1,256	<div style="width: 20%;"></div>
OCT	1,648	<div style="width: 70%;"></div> 31.18%
NOV	1,485	<div style="width: 40%;"></div> -9.90%

### 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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	1,485	1,100	1,434	1,698	0
Average Sold Price			1,485	1,100	1,434	1,698	0
Total Closed Units		100%	1,485	1	5	3	
Total Closed Volume			13,365	1,100	7,170	5,095	0.00B

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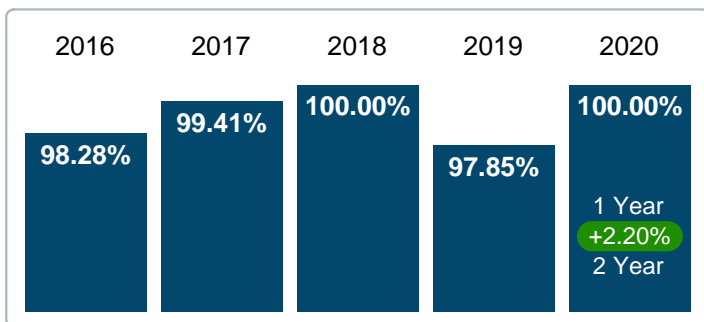
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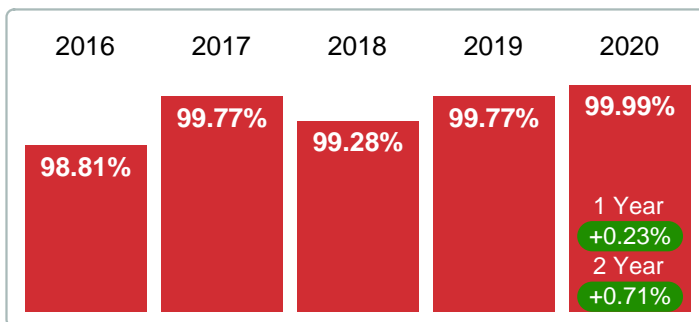
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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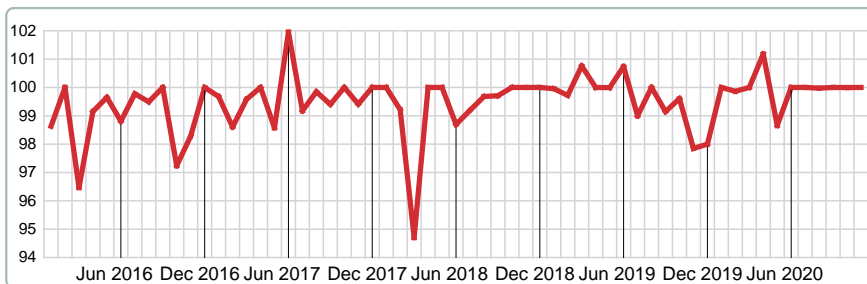
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

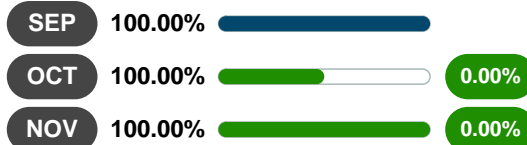


### 3 MONTHS

5 year NOV AVG = 99.11%

High Jun 2017 101.95% Low Mar 2018 94.70%

Average Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **99.11%**



## 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%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		9	100%	100.00%	1	5	3
Total Closed Volume		13,365			1,100	7,170	5,095
							0.00B

# November 2020



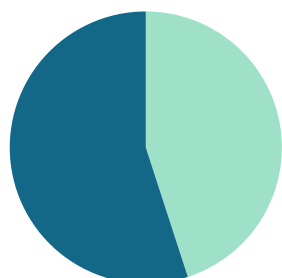
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

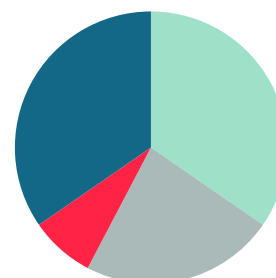


**Inventory**  
 New Listings  
**9 = 45.00%**  
 Start Inventory  
**11**  
 Total Inventory Units  
**20**  
 Volume  
**\$29,865**

### Market Activity

Closed Sales  
**9 = 34.62%**  
 Pending Sales  
**6 = 23.08%**  
 Other Off Market  
**2 = 7.69%**  
 Active Inventory  
**9 = 34.62%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	7	9	28.57%	118	100	-15.25%
Pending Sales	4	6	50.00%	35	43	22.86%
New Listings	9	9	0.00%	126	112	-11.11%
Average List Price	1,277	1,485	16.28%	1,427	1,439	0.81%
Average Sale Price	1,249	1,485	18.87%	1,424	1,438	1.00%
Average Percent of Selling Price to List Price	97.85%	100.00%	2.20%	99.77%	99.99%	0.23%
Average Days on Market to Sale	31.00	18.33	-40.86%	38.92	20.87	-46.38%
Monthly Inventory	13	9	-30.77%	13	9	-30.77%
Months Supply of Inventory	1.25	0.98	-21.33%	1.25	0.98	-21.33%

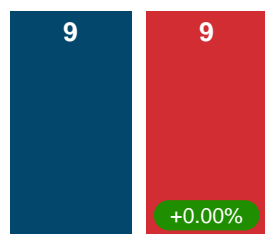
**Absorption:** Last 12 months, an Average of 9 Sales/Month

**Inventory on November 30, 2020 = 9** 2019 2020

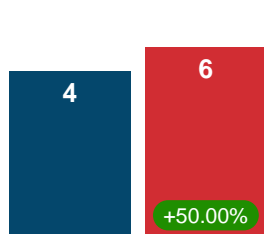
### NOVEMBER MARKET

### AVERAGE PRICES

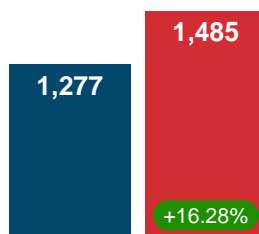
#### New Listings



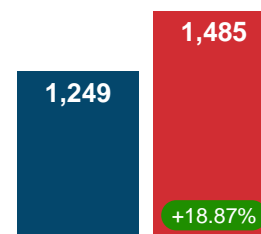
#### Pending Listings



#### List Price



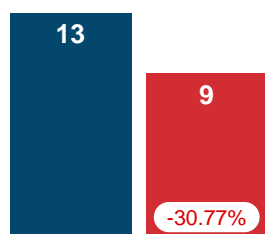
#### Sale Price



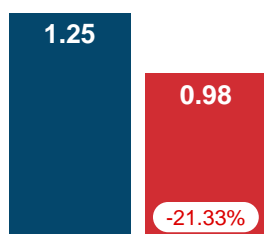
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

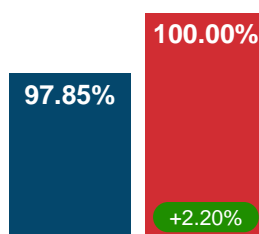
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

