

November 2020



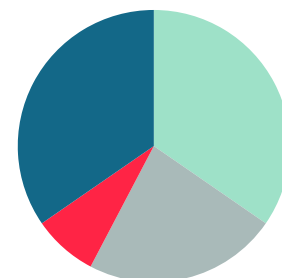
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) -
Leasing Property Type



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%
Median List Price	1,250	1,525	22.00%
Median Sale Price	1,250	1,525	22.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	34.00	14.00	-58.82%
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.

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 **22.00%** in November 2020 to \$1,525 versus the previous year at \$1,250.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 20.00 days or **58.82%** in November 2020 compared to last year's same month at **34.00** DOM.

Sales Success for November 2020 is Positive

Overall, with Median 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 **100.00%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



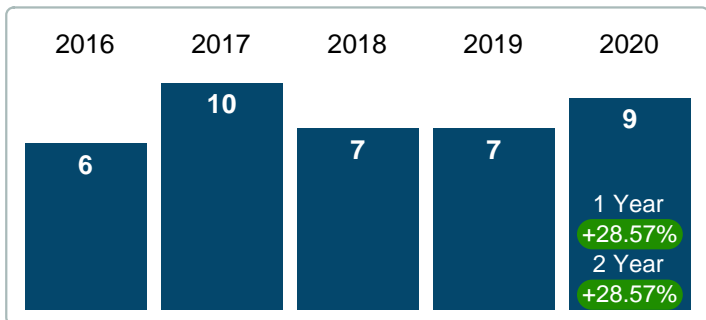
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



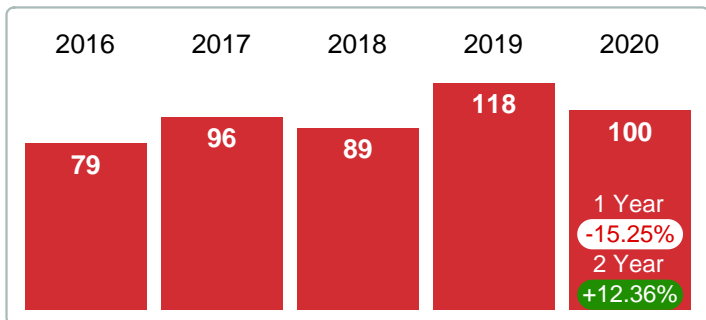
CLOSED LISTINGS

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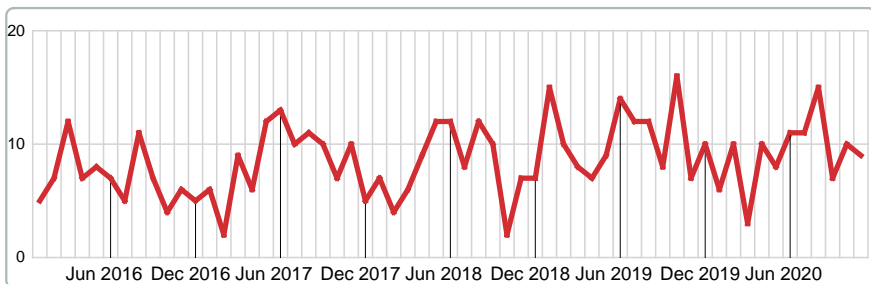
NOVEMBER



YEAR TO DATE (YTD)

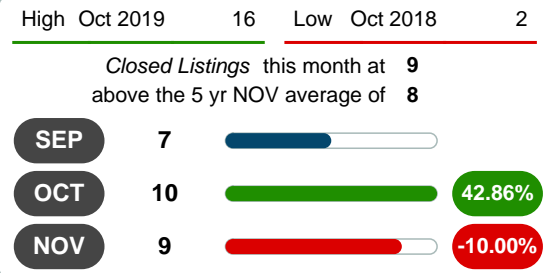


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	14.0	1	5	3	0
Total Closed Units	9			1	5	3	0
Total Closed Volume	13,365	100%	14.0	1,100	7,170	5,095	0.00B
Median Closed Price	\$1,525			\$1,100	\$1,450	\$1,775	\$0

November 2020



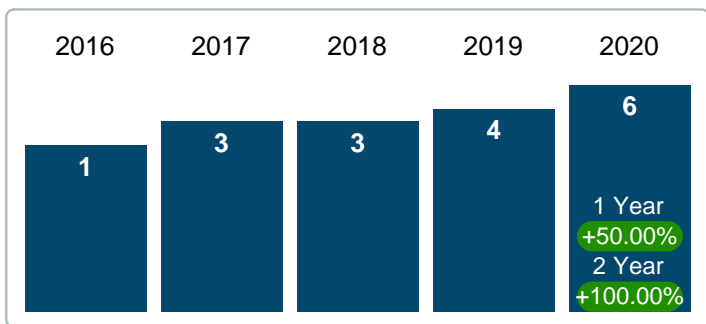
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



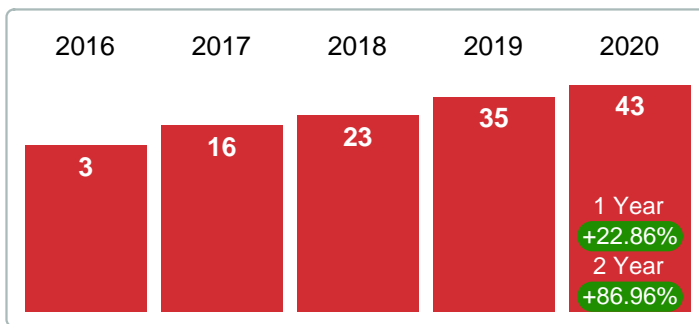
PENDING LISTINGS

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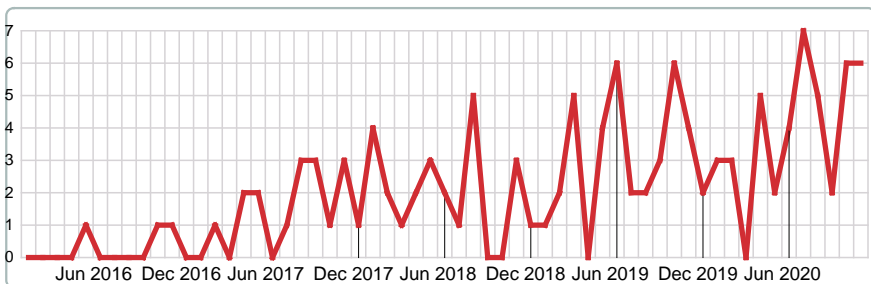
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

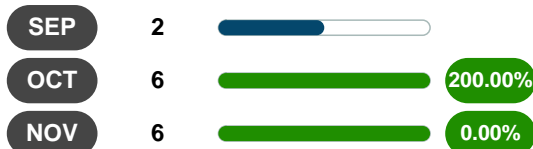


3 MONTHS

5 year NOV AVG = 3

High Jul 2020 7 Low Mar 2020 0

Pending Listings this month at 6
above the 5 yr NOV average of 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1-\$0	0	0.00%	14.0	0	0	0	0
\$1 and up	6	100.00%	18.0	0	5	1	0
Total Pending Units	6			0	5	1	0
Total Pending Volume	8,565	100%	18.0	0.00B	6,770	1,795	0.00B
Median Listing Price	\$1,423			\$0	\$1,395	\$1,795	\$0

November 2020



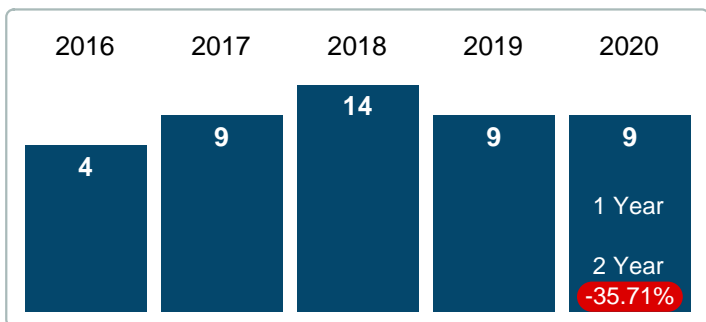
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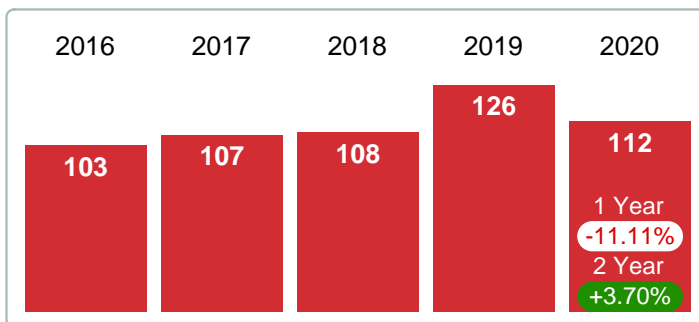
NEW LISTINGS

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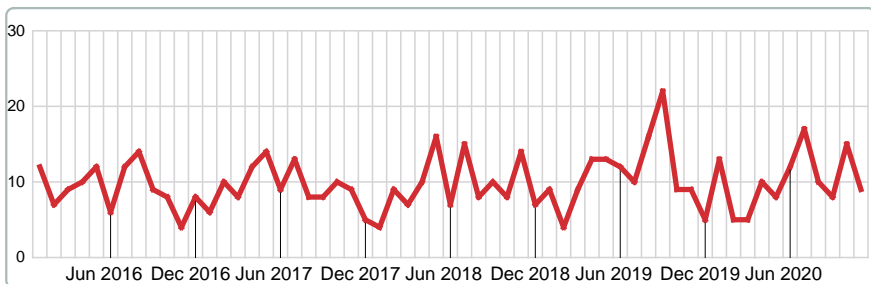
NOVEMBER



YEAR TO DATE (YTD)

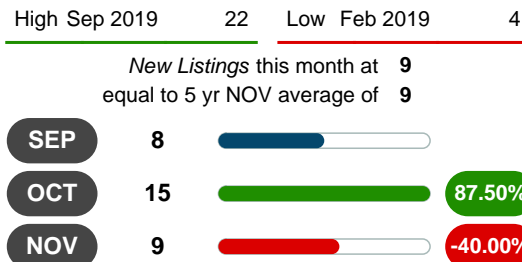


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 9



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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	9	100.00%	0	6	3	0
Total New Listed Units	9		0	6	3	0
Total New Listed Volume	13,165	100%	0.00B	7,845	5,320	0.00B
Median New Listed Listing Price	\$1,550		\$0	\$1,250	\$1,775	\$0

November 2020



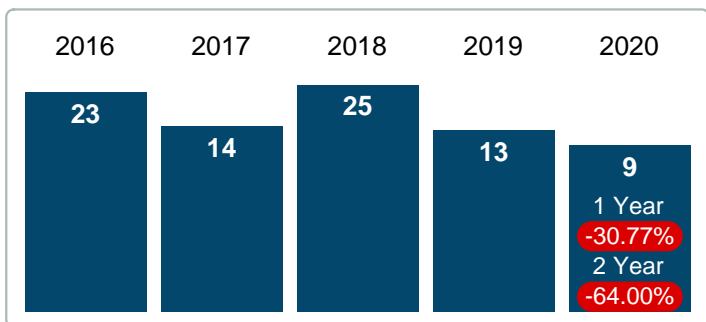
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



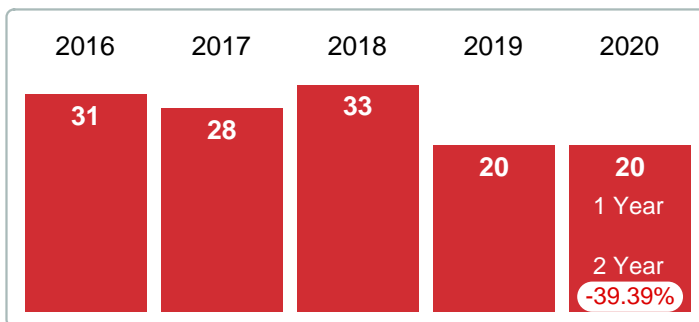
ACTIVE INVENTORY

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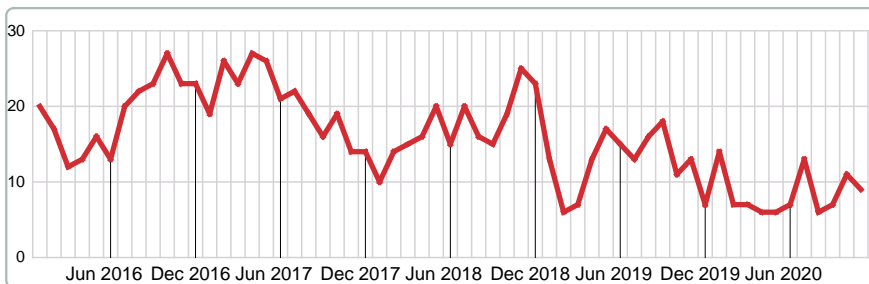
END OF NOVEMBER



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

- SEP 7
- OCT 11 (57.14%)
- NOV 9 (-18.18%)

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%	18.0	0	0	0	0
\$1 \$0	0	0.00%	18.0	0	0	0	0
\$1 \$0	0	0.00%	18.0	0	0	0	0
\$1 \$0	0	0.00%	18.0	0	0	0	0
\$1 \$0	0	0.00%	18.0	0	0	0	0
\$1 \$0	0	0.00%	18.0	0	0	0	0
\$1 and up	9	100.00%	25.0	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
Median Active Inventory Listing Price		\$1,425		\$0	\$1,348	\$1,895	\$0

November 2020



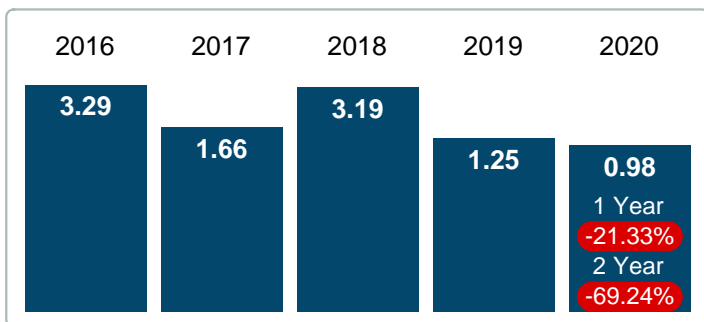
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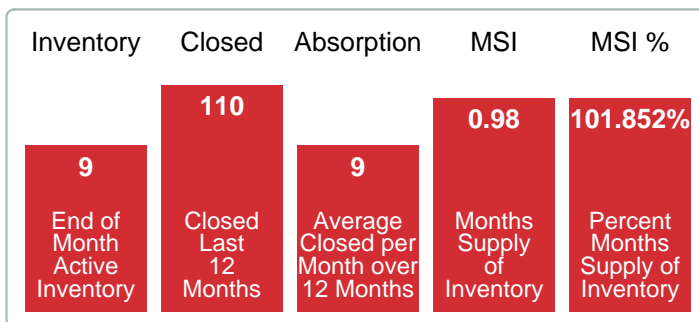
MONTHS SUPPLY of INVENTORY (MSI)

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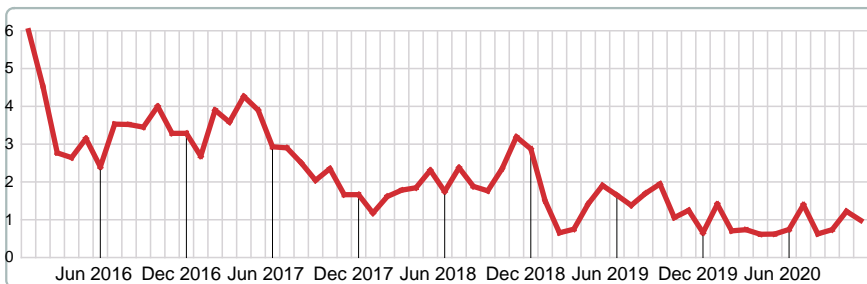
MSI FOR NOVEMBER



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		100%	0.98	0	6	3	0

November 2020



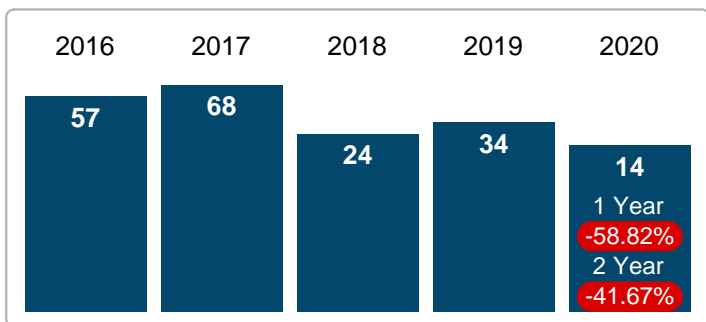
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



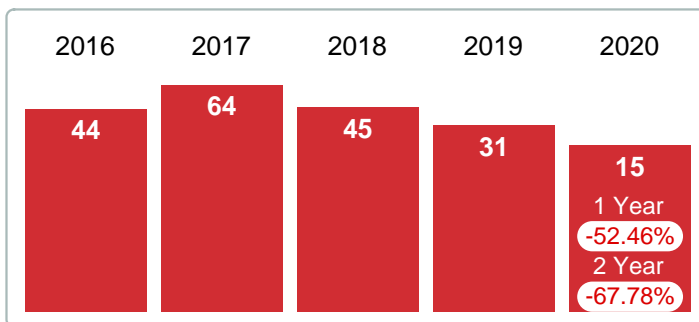
MEDIAN DAYS ON MARKET TO SALE

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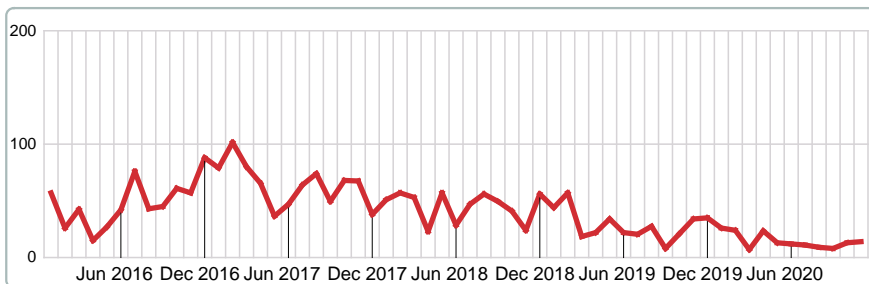
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

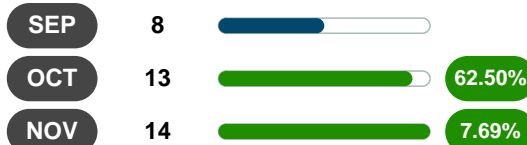


3 MONTHS

5 year NOV AVG = 39

High Feb 2017 102 Low Mar 2020 7

Median Days on Market to Sale this month at 14 below the 5 yr NOV average of 39



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%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1-\$0	0	0.00%	25	0	0	0	0
\$1 and up	9	100.00%	14	14	12	16	0
Median Closed DOM	14			14	12	16	0
Total Closed Units	9			1	5	3	
Total Closed Volume	13,365			1,100	7,170	5,095	0.00B

November 2020



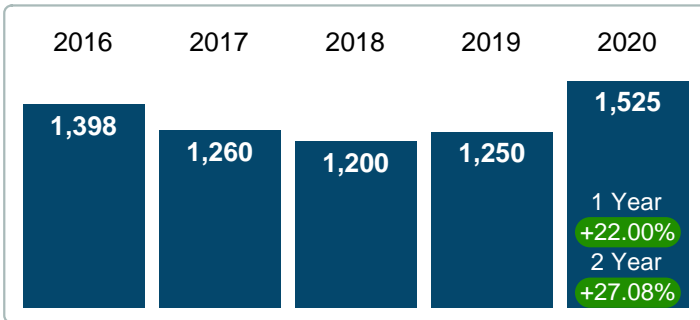
Area Delimited by County Of Tulsa; School District Owasso - Sch Dist (11) - Leasing Property Type



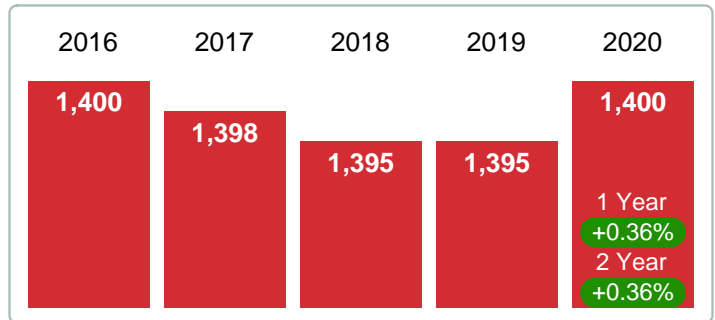
MEDIAN LIST PRICE AT CLOSING

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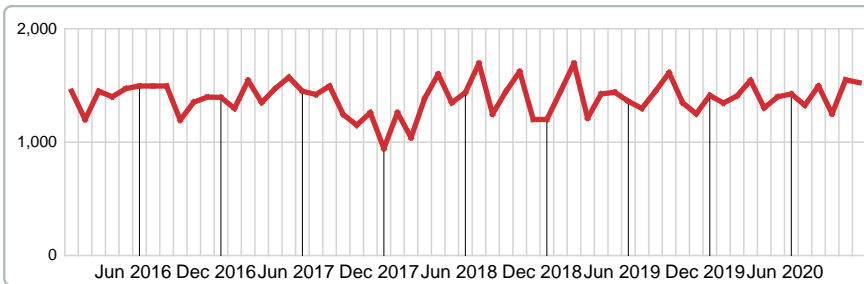
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,327

High Feb 2019 1,695 Low Dec 2017 945

Median List Price at Closing this month at 1,525 above the 5 yr NOV average of 1,327



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%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 \$0	0	0.00%	14	0	0	0	0
\$1 and up	9	100.00%	1,525	1,100	1,450	1,775	0
Median List Price			1,525	1,100	1,450	1,775	0
Total Closed Units		100%	1,525	1	5	3	
Total Closed Volume			13,365	1,100	7,170	5,095	0.00B

November 2020



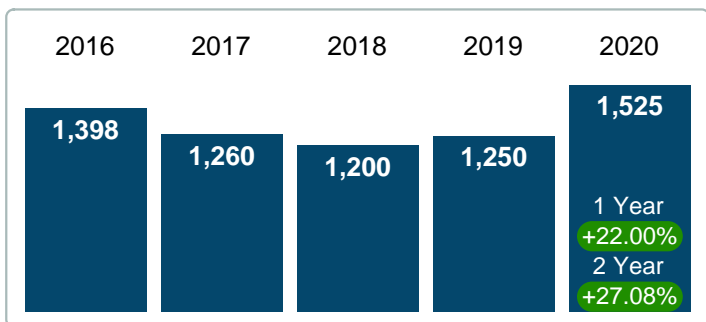
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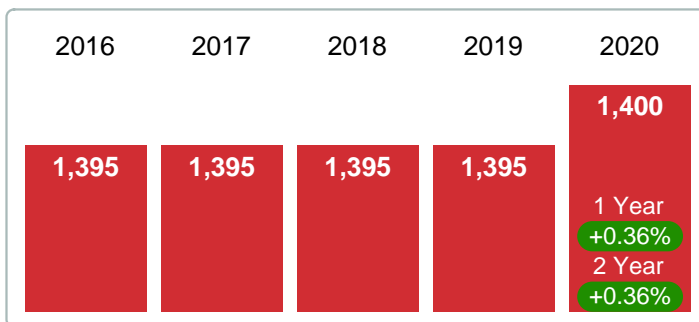
MEDIAN SOLD PRICE AT CLOSING

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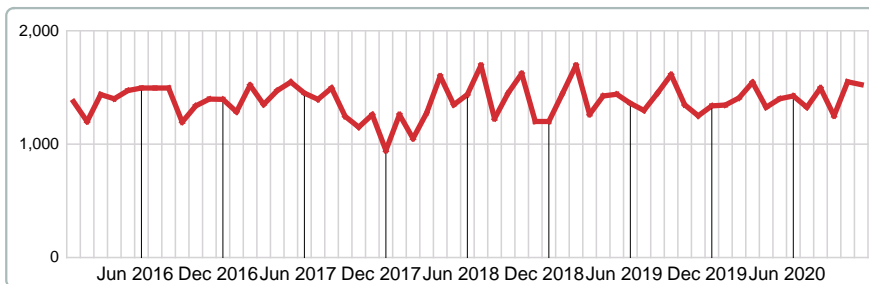
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

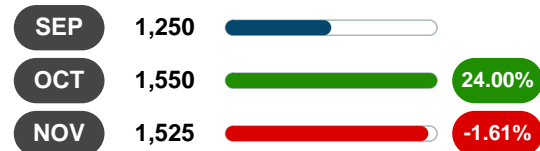


3 MONTHS

5 year NOV AVG = 1,327

High Feb 2019 1,695 Low Dec 2017 945

Median Sold Price at Closing this month at 1,525 above the 5 yr NOV average of 1,327



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%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 \$0	0	0.00%	1,525	0	0	0	0
\$1 and up	9	100.00%	1,525	1,100	1,450	1,775	0
Median Sold Price			1,525	1,100	1,450	1,775	0
Total Closed Units		100%	1,525	1	5	3	
Total Closed Volume			13,365	1,100	7,170	5,095	0.00B

November 2020



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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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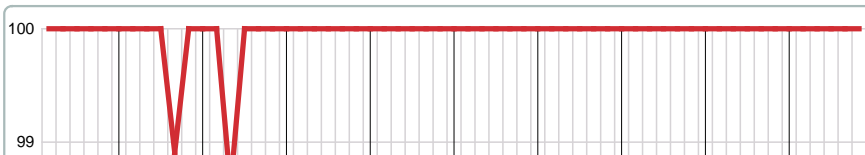
NOVEMBER

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100.00%

High Nov 2020 100.00% Low Feb 2017 98.61%

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

SEP 100.00%
 OCT 100.00%
 NOV 100.00%

0.00%
 0.00%

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%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,525.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	9	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	
Median 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



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

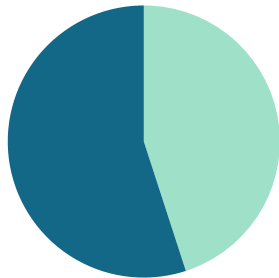


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MARKET SUMMARY

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INVENTORY

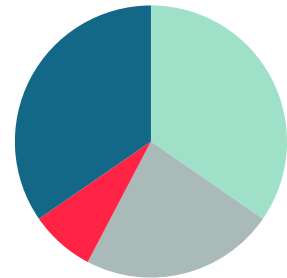


Inventory
 New Listings
9 = 45.00%
 Start Inventory
11
 Total Inventory Units
20
 Volume
\$29,865

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%
Median List Price	1,250	1,525	22.00%	1,395	1,400	0.36%
Median Sale Price	1,250	1,525	22.00%	1,395	1,400	0.36%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	34.00	14.00	-58.82%	30.50	14.50	-52.46%
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

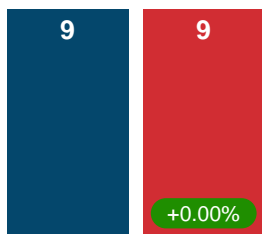
Inventory on November 30, 2020 = 9

2019 2020

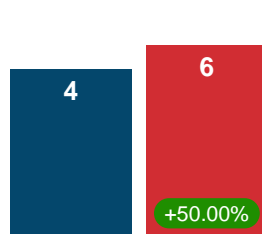
NOVEMBER MARKET

MEDIAN PRICES

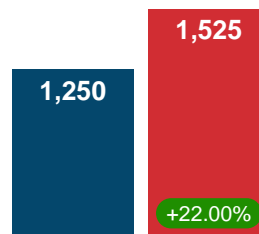
New Listings



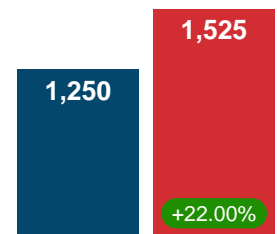
Pending Listings



List Price



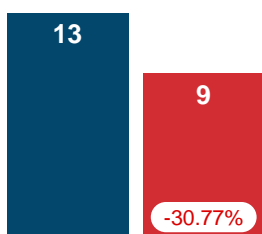
Sale Price



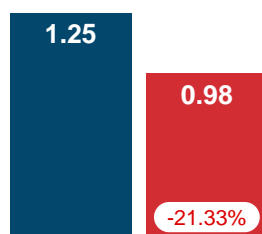
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

