

November 2020



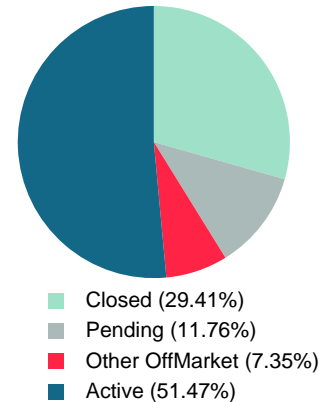
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	61	40	-34.43%
Pending Listings	29	16	-44.83%
New Listings	76	44	-42.11%
Average List Price	1,087	1,037	-4.54%
Average Sale Price	1,079	1,033	-4.29%
Average Percent of Selling Price to List Price	99.41%	99.95%	0.54%
Average Days on Market to Sale	45.33	24.45	-46.06%
End of Month Inventory	138	70	-49.28%
Months Supply of Inventory	2.20	1.21	-45.04%



Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of November 30, 2020 = **70**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **49.28%** to 70 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **1.21** 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 **4.29%** in November 2020 to \$1,033 versus the previous year at \$1,079.

Average Days on Market Shortens

The average number of **24.45** days that homes spent on the market before selling decreased by 20.88 days or **46.06%** in November 2020 compared to last year's same month at **45.33** 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 44 New Listings in November 2020, down **42.11%** from last year at 76. Furthermore, there were 40 Closed Listings this month versus last year at 61, a **-34.43%** decrease.

Closed versus Listed trends yielded a **90.9%** ratio, up from previous year's, November 2019, at **80.3%**, a **13.26%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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



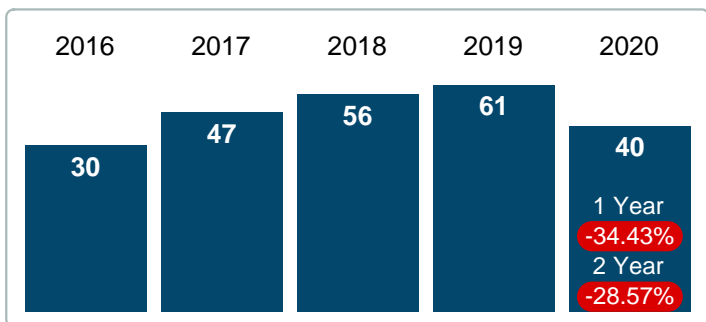
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



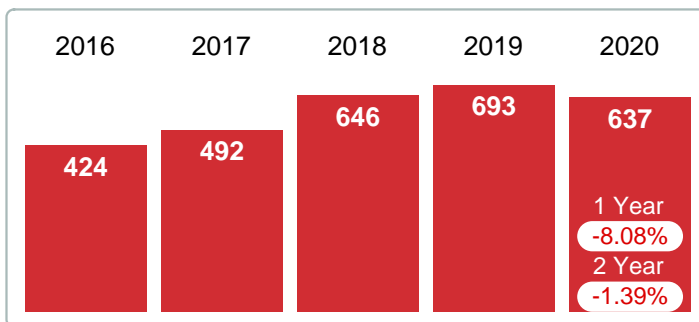
CLOSED LISTINGS

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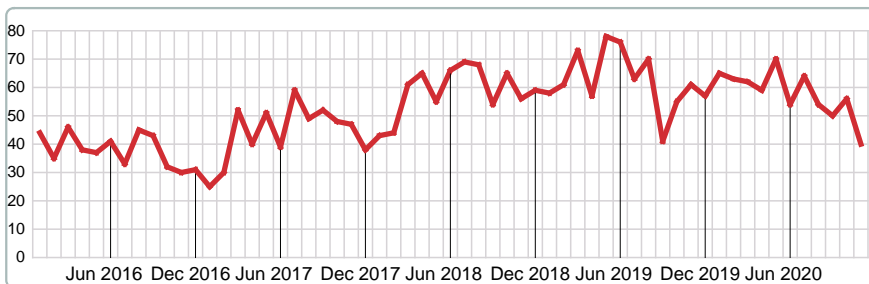
NOVEMBER



YEAR TO DATE (YTD)

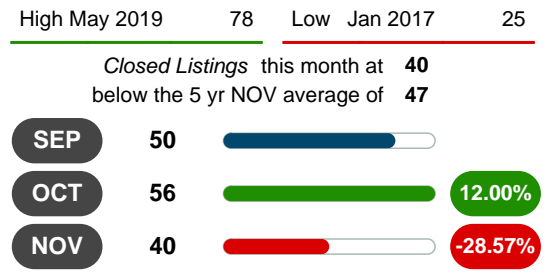


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47



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	40	100.00%	24.5	12	28	0	0
Total Closed Units	40			12	28	0	0
Total Closed Volume	41,310	100%	24.5	10.72K	30.59K	0.00B	0.00B
Average Closed Price	\$1,033			\$893	\$1,093	\$0	\$0

November 2020



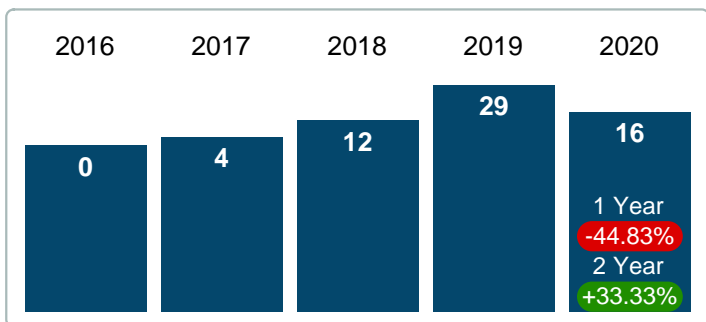
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



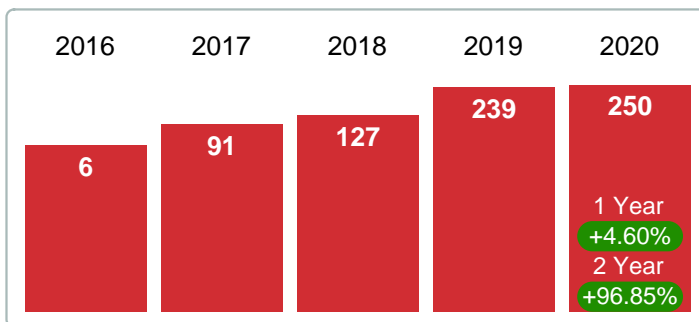
PENDING LISTINGS

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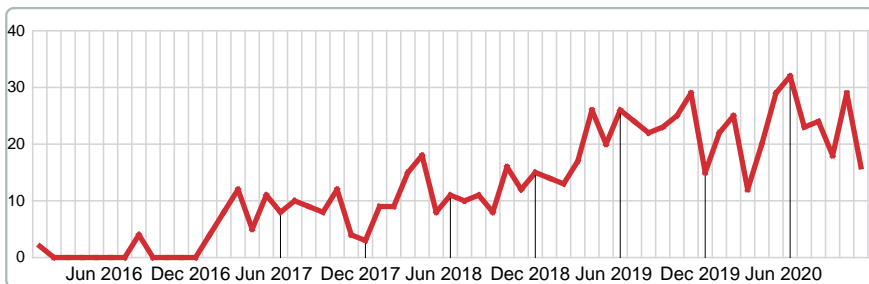
NOVEMBER



YEAR TO DATE (YTD)

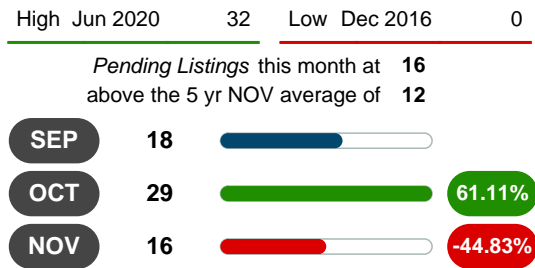


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 12



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	16	100.00%	29.5	2	14	0	0
Total Pending Units	16			2	14	0	0
Total Pending Volume	17,855	100%	28.2	2,500	15.36K	0.00B	0.00B
Average Listing Price	\$1,104			\$1,250	\$1,097	\$0	\$0

November 2020



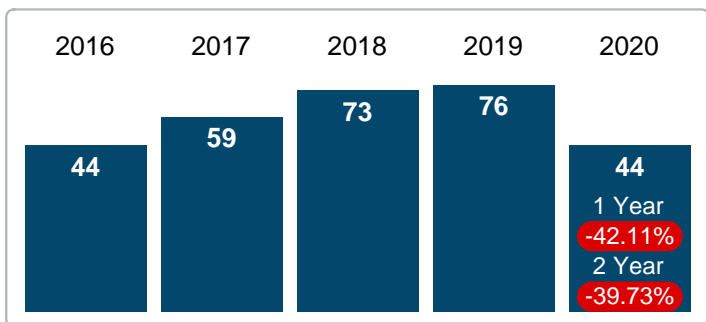
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



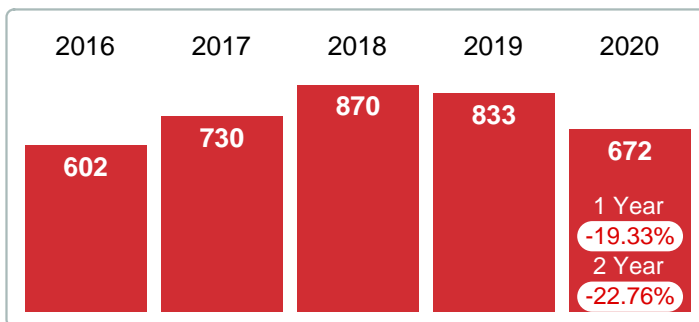
NEW LISTINGS

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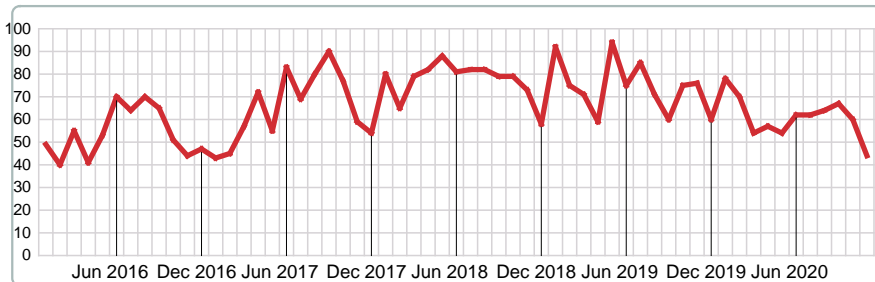
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 59

High May 2019 94 Low Feb 2016 40

New Listings this month at 44
below the 5 yr NOV average of 59



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	44	100.00%	14	28	2	0
Total New Listed Units	44		14	28	2	0
Total New Listed Volume	52,455	100%	13.32K	36.57K	2,575	0.00B
Average New Listed Listing Price	\$1,104		\$951	\$1,306	\$1,288	\$0

November 2020



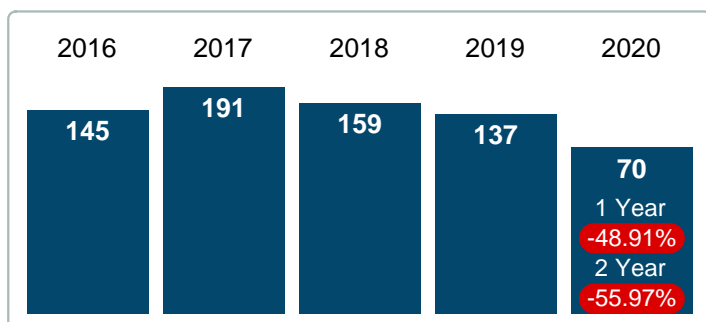
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



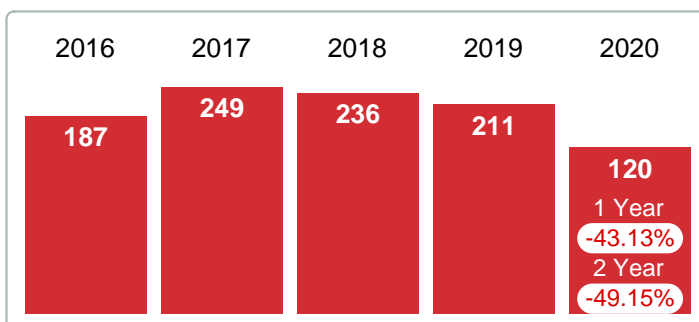
ACTIVE INVENTORY

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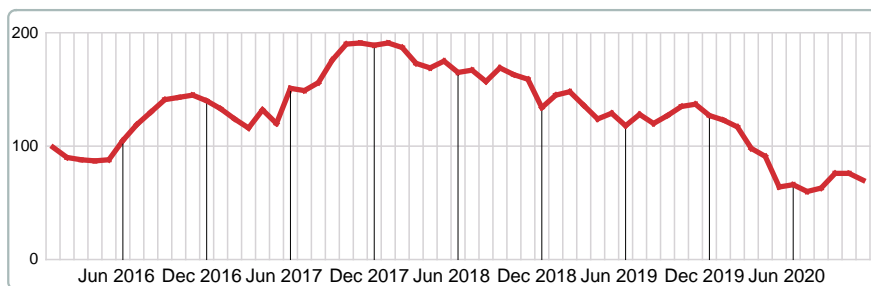
END OF NOVEMBER



ACTIVE DURING NOVEMBER

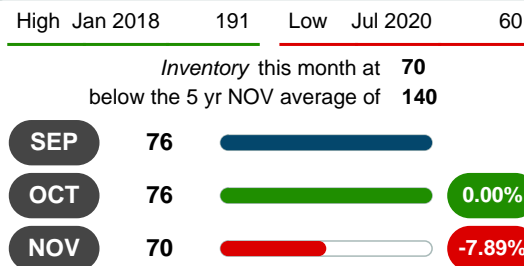


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 140



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	70	100.00%	67.1	38	29	2	1
Total Active Inventory by Units			70	38	29	2	1
Total Active Inventory by Volume			78,985	38.69K	35.53K	2,575	2,200
Average Active Inventory Listing Price			\$1,128	\$1,018	\$1,225	\$1,288	\$2,200

November 2020



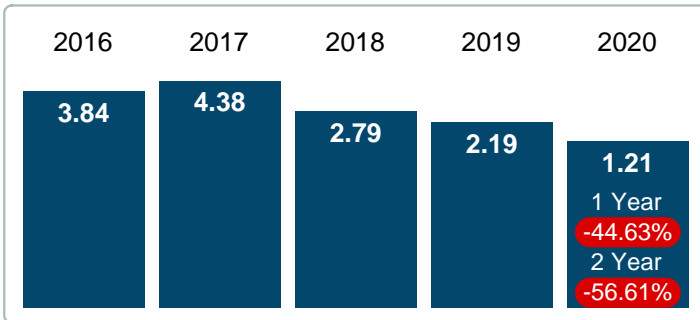
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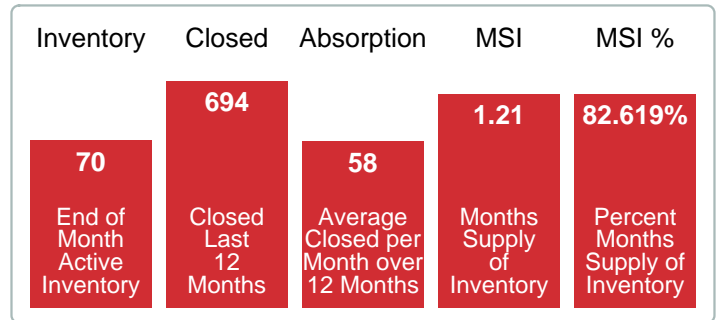
MONTHS SUPPLY of INVENTORY (MSI)

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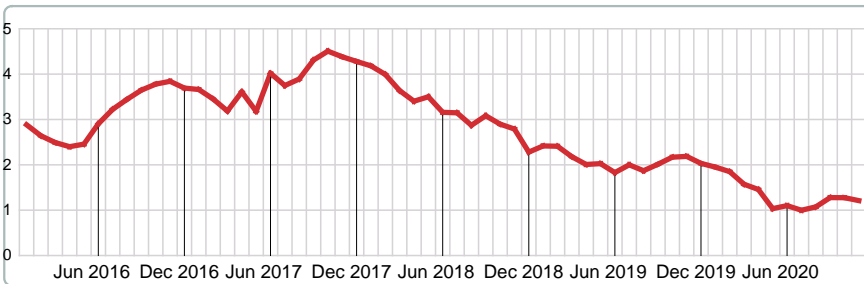
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

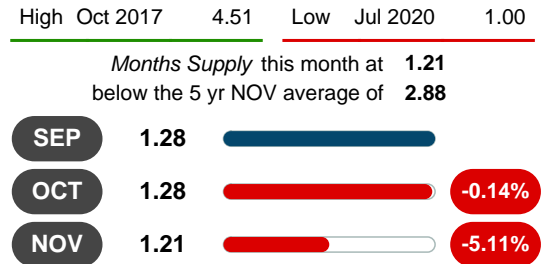


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.88



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	70	100.00%	1.21	1.75	0.88	0.67	12.00
Market Supply of Inventory (MSI)			1.21	1.75	0.88	0.67	12.00
Total Active Inventory by Units		100%	1.21	38	29	2	1

November 2020



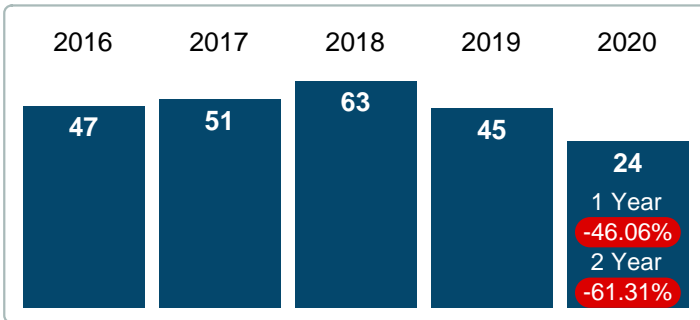
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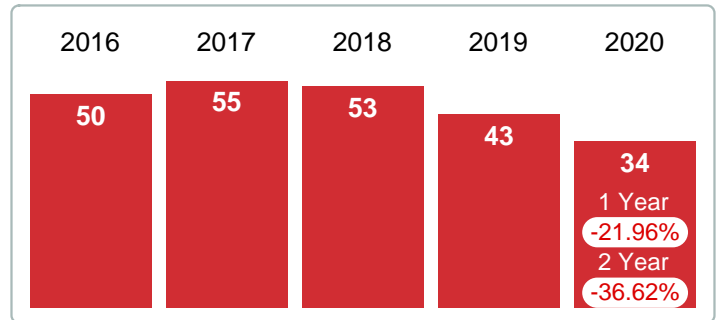
AVERAGE DAYS ON MARKET TO SALE

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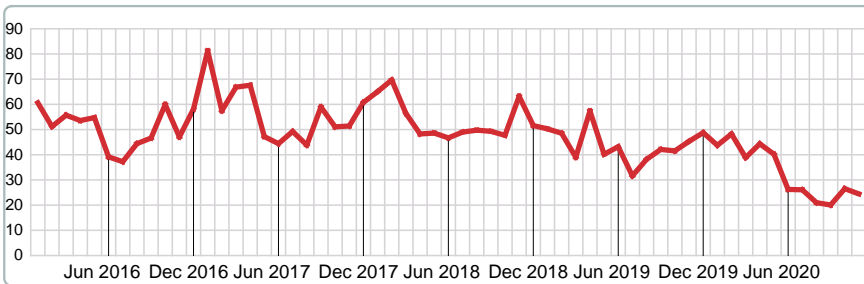
NOVEMBER



YEAR TO DATE (YTD)

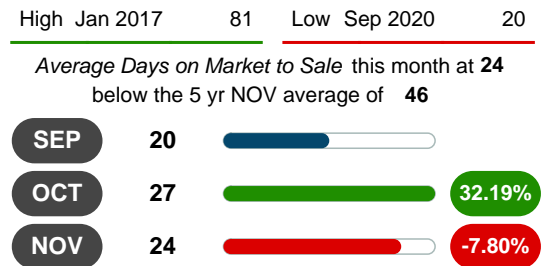


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



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	40	100.00%	24	31	22	0	0
Average Closed DOM			24	31	22	0	0
Total Closed Units		100%	24	12	28		
Total Closed Volume			41,310	10.72K	30.59K	0.00B	0.00B

November 2020



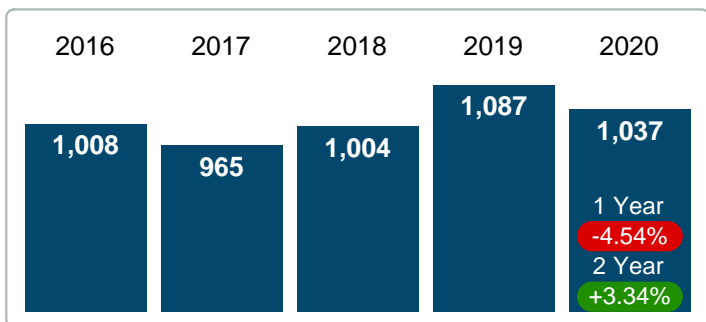
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



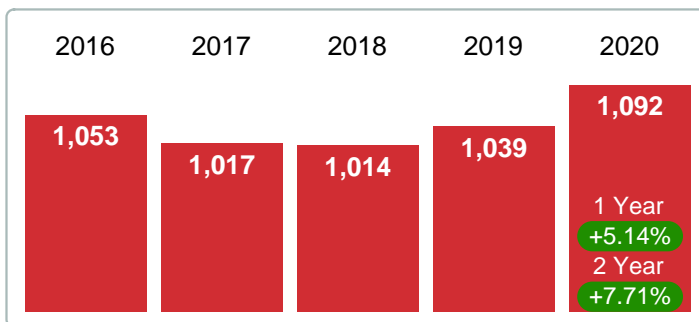
AVERAGE LIST PRICE AT CLOSING

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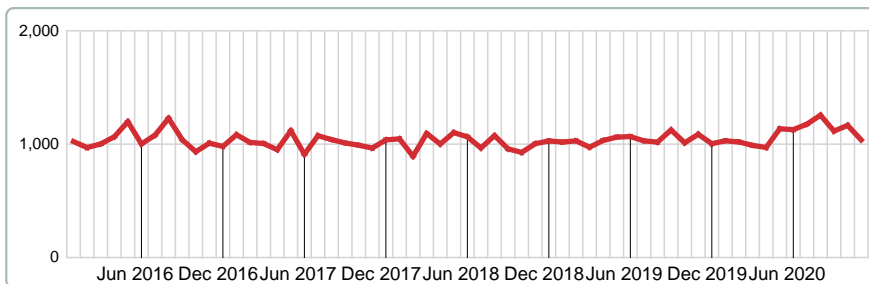
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,020

High Aug 2020 1,255 Low Feb 2018 893

Average List Price at Closing this month at 1,037 above the 5 yr NOV average of 1,020

- SEP 1,115
- OCT 1,166 (+4.52%)
- NOV 1,037 (-11.01%)

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	40	100.00%	1,037	885	1,103	0	0
Average List Price			1,037	885	1,103	0	0
Total Closed Units		100%	1,037	12	28		
Total Closed Volume			41,490	10.62K	30.87K	0.00B	0.00B

November 2020



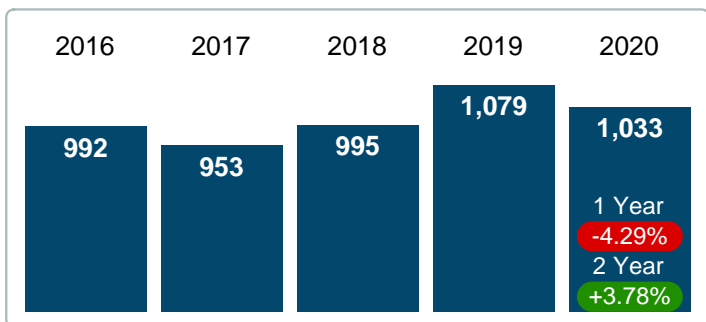
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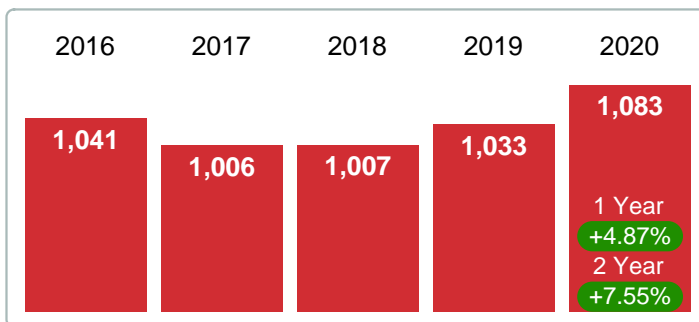
AVERAGE SOLD PRICE AT CLOSING

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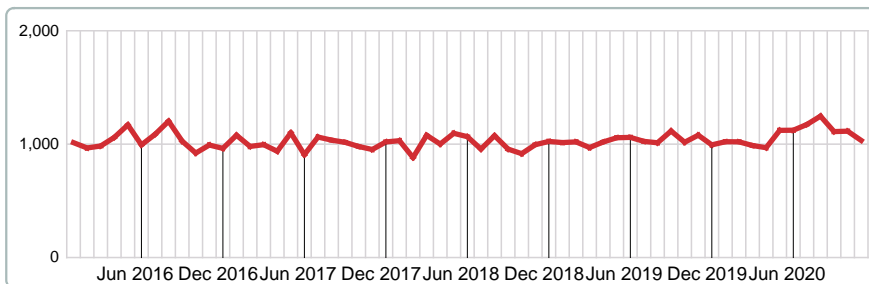
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,010

High Aug 2020 1,247 | Low Feb 2018 882

Average Sold Price at Closing this month at 1,033 above the 5 yr NOV average of 1,010

Month	Price	Change
SEP	1,111	
OCT	1,114	+0.33%
NOV	1,033	-7.32%

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	40	100.00%	1,033	893	1,093	0	0
Average Sold Price			1,033	893	1,093	0	0
Total Closed Units		100%	1,033	12	28		
Total Closed Volume			41,310	10.72K	30.59K	0.00B	0.00B

November 2020



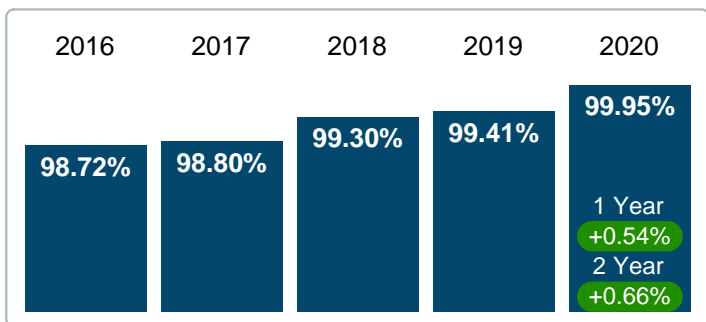
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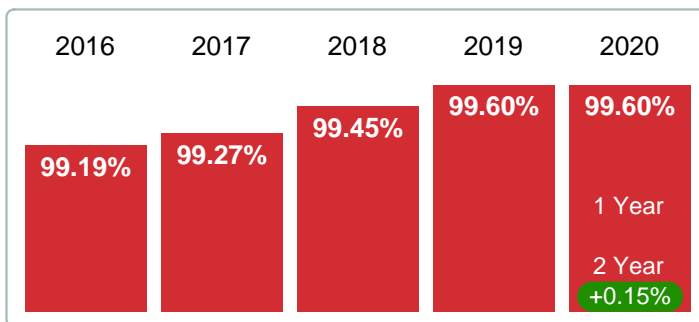
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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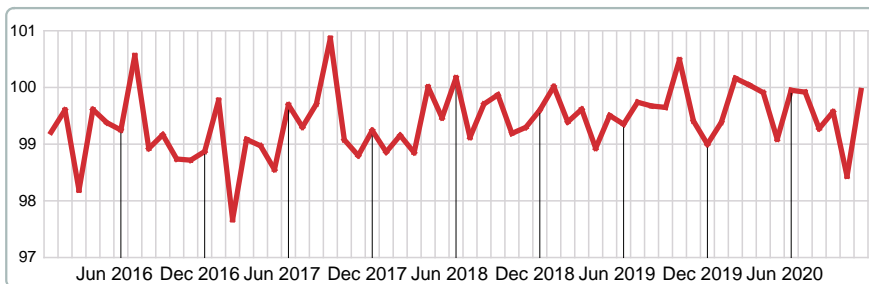
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

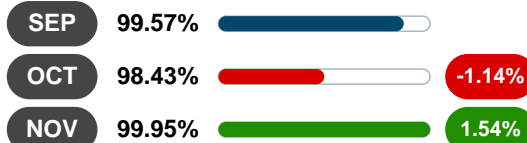


3 MONTHS

5 year NOV AVG = 99.23%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.95%** above the 5 yr NOV average of **99.23%**



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	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	<div style="width: 40%;"></div>	100.00%	99.95%	101.04%	99.48%	0.00%	0.00%
Average Sold/List Ratio		99.90%		101.04%	99.48%	0.00%	0.00%
Total Closed Units		40	100%	12	28		
Total Closed Volume		41,310		10.72K	30.59K	0.00B	0.00B

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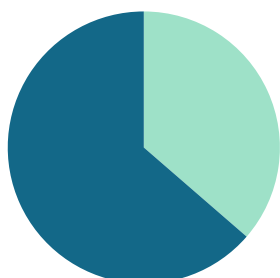
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MARKET SUMMARY

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INVENTORY

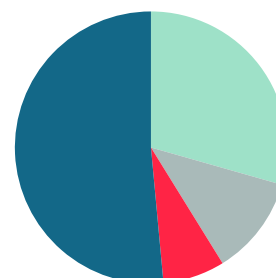


Inventory
 New Listings
44 = 36.36%
 Start Inventory
77
 Total Inventory Units
121
 Volume
\$131,685

Market Activity

Closed Sales
40 = 29.41%
 Pending Sales
16 = 11.76%
 Other Off Market
10 = 7.35%
 Active Inventory
70 = 51.47%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	61	40	-34.43%	693	637	-8.08%
Pending Sales	29	16	-44.83%	239	250	4.60%
New Listings	76	44	-42.11%	833	672	-19.33%
Average List Price	1,087	1,037	-4.54%	1,039	1,092	5.14%
Average Sale Price	1,079	1,033	-4.29%	1,033	1,083	4.87%
Average Percent of Selling Price to List Price	99.41%	99.95%	0.54%	99.60%	99.60%	0.00%
Average Days on Market to Sale	45.33	24.45	-46.06%	43.07	33.61	-21.96%
Monthly Inventory	138	70	-49.28%	138	70	-49.28%
Months Supply of Inventory	2.20	1.21	-45.04%	2.20	1.21	-45.04%

Absorption: Last 12 months, an Average of **58** Sales/Month

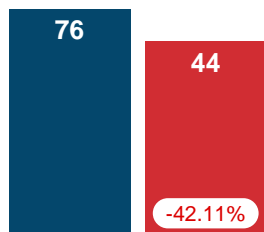
Inventory on November 30, 2020 = **70**

2019 **2020**

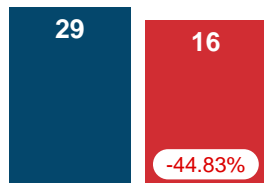
NOVEMBER MARKET

AVERAGE PRICES

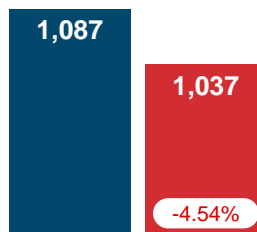
New Listings



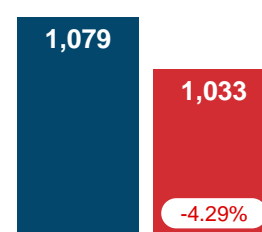
Pending Listings



List Price



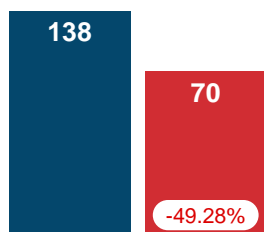
Sale Price



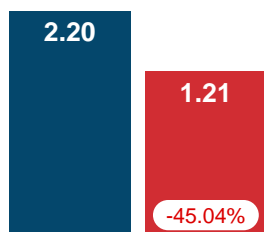
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

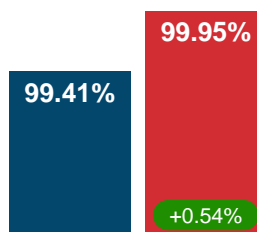
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

