

November 2020



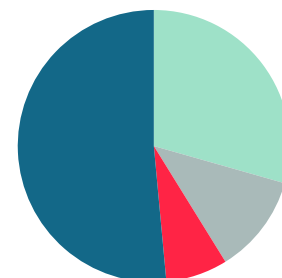
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



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%
Median List Price	950	940	-1.05%
Median Sale Price	950	940	-1.05%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	26.00	19.50	-25.00%
End of Month Inventory	138	70	-49.28%
Months Supply of Inventory	2.20	1.21	-45.04%



■ Closed (29.41%)
■ Pending (11.76%)
■ Other OffMarket (7.35%)
■ Active (51.47%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.05%** in November 2020 to \$940 versus the previous year at \$950.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 6.50 days or **25.00%** in November 2020 compared to last year's same month at **26.00** DOM.

Sales Success for November 2020 is Positive

Overall, with Median 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.

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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

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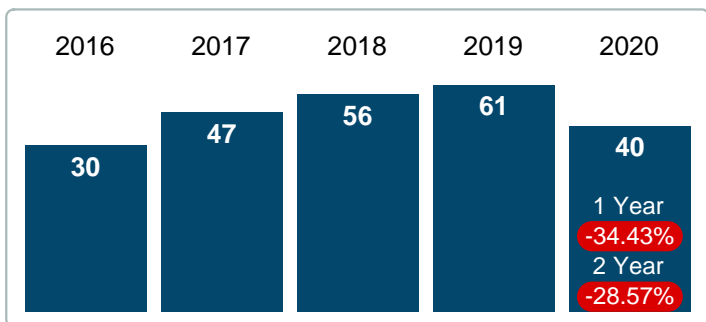
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



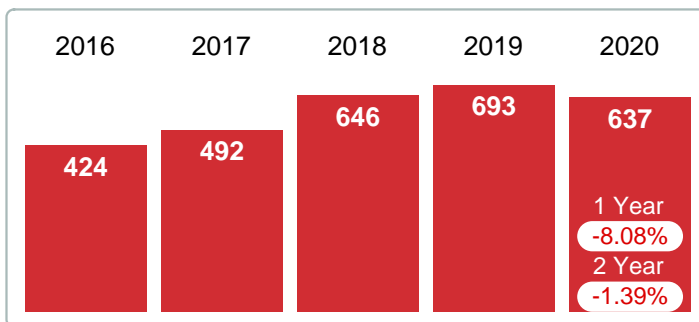
CLOSED LISTINGS

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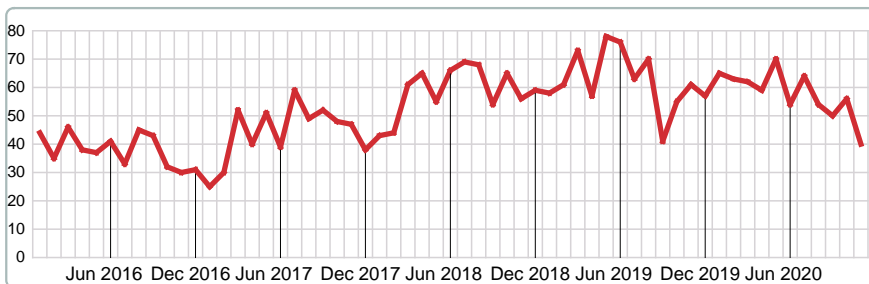
NOVEMBER



YEAR TO DATE (YTD)

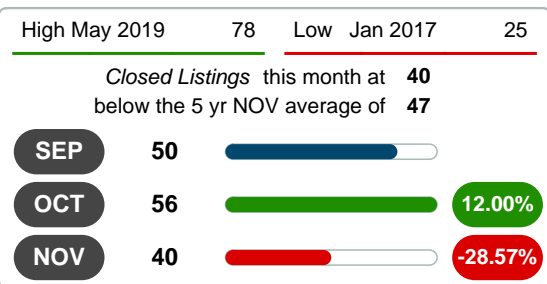


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	40	100.00%	19.5	12	28	0	0
Total Closed Units	40			12	28	0	0
Total Closed Volume	41,310	100%	19.5	10.72K	30.59K	0.00B	0.00B
Median Closed Price	\$940			\$873	\$998	\$0	\$0

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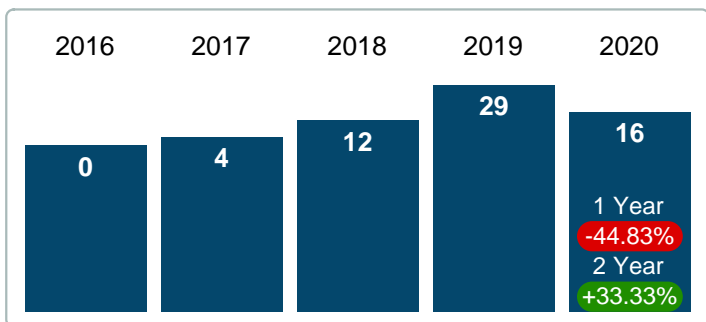
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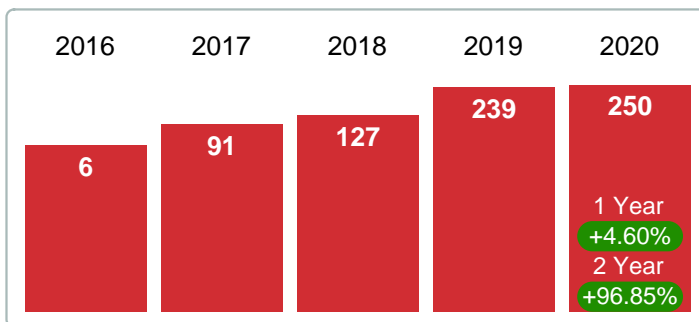
PENDING LISTINGS

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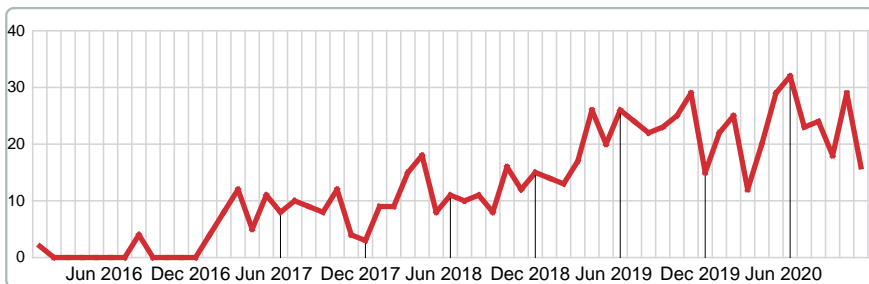
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 12

High Jun 2020 32 Low Dec 2016 0

Pending Listings this month at 16 above the 5 yr NOV average of 12

- SEP 18 (Progress bar)
- OCT 29 (61.11%)
- NOV 16 (-44.83%)

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%	19.5	0	0	0	0
\$1-\$0	0	0.00%	19.5	0	0	0	0
\$1-\$0	0	0.00%	19.5	0	0	0	0
\$1-\$0	0	0.00%	19.5	0	0	0	0
\$1-\$0	0	0.00%	19.5	0	0	0	0
\$1-\$0	0	0.00%	19.5	0	0	0	0
\$1 and up	16	100.00%	20.5	2	14	0	0
Total Pending Units	16			2	14	0	0
Total Pending Volume	17,855	100%	20.5	2,500	15.36K	0.00B	0.00B
Median Listing Price	\$1,138			\$1,250	\$1,138	\$0	\$0

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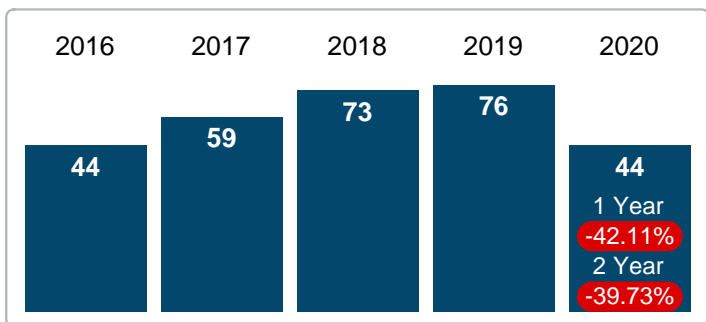
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



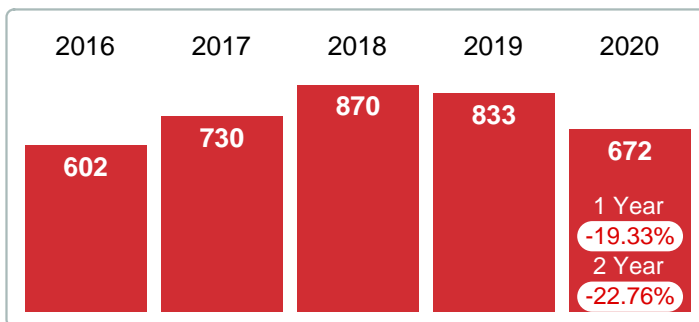
NEW LISTINGS

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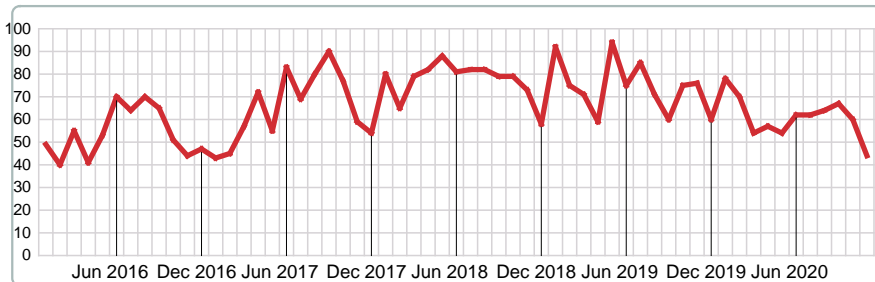
NOVEMBER



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
Median New Listed Listing Price	\$1,050		\$895	\$1,173	\$1,288	\$0

November 2020



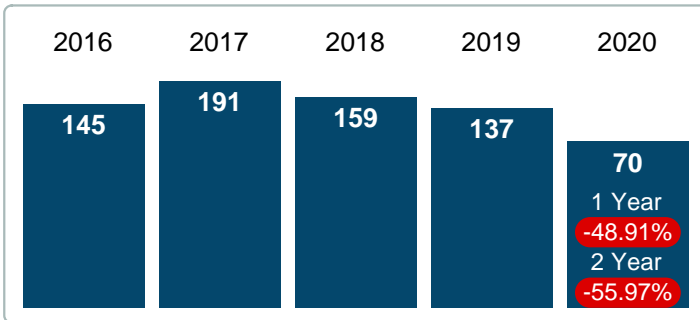
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



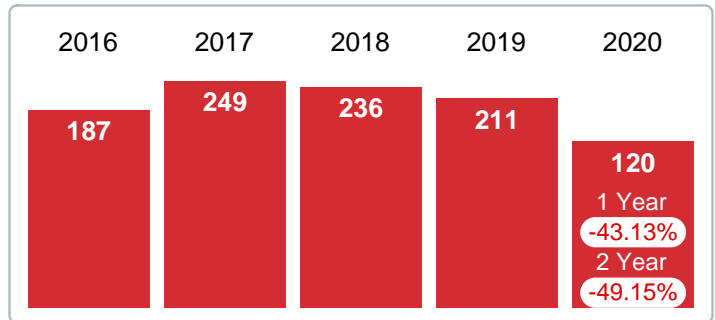
ACTIVE INVENTORY

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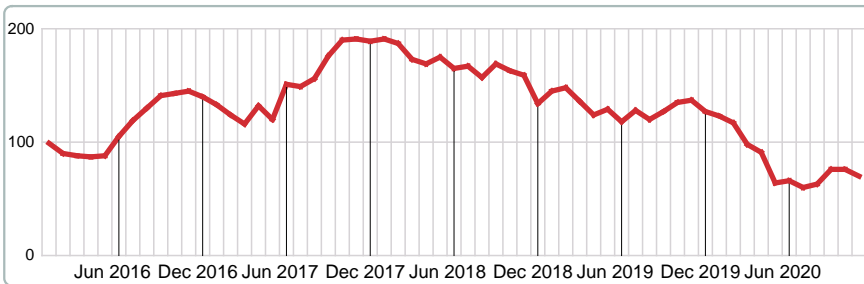
END OF NOVEMBER



ACTIVE DURING NOVEMBER

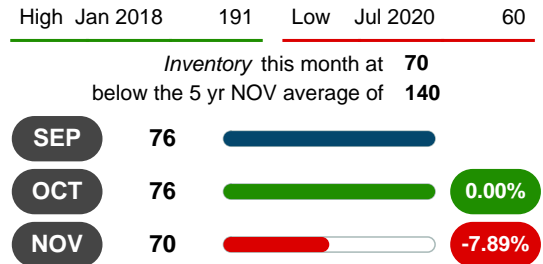


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 140



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	20.5	0	0	0	0
\$1-\$0	0	0.00%	20.5	0	0	0	0
\$1-\$0	0	0.00%	20.5	0	0	0	0
\$1-\$0	0	0.00%	20.5	0	0	0	0
\$1-\$0	0	0.00%	20.5	0	0	0	0
\$1-\$0	0	0.00%	20.5	0	0	0	0
\$1 and up	70	100.00%	32.5	38	29	2	1
Total Active Inventory by Units		70		38	29	2	1
Total Active Inventory by Volume		78,985	100%	38.69K	35.53K	2,575	2,200
Median Active Inventory Listing Price		\$973		\$850	\$1,150	\$1,288	\$2,200

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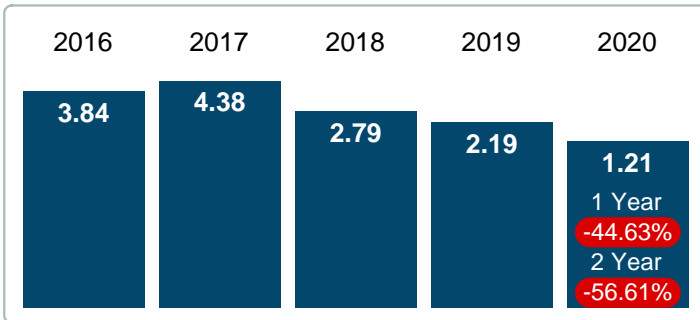
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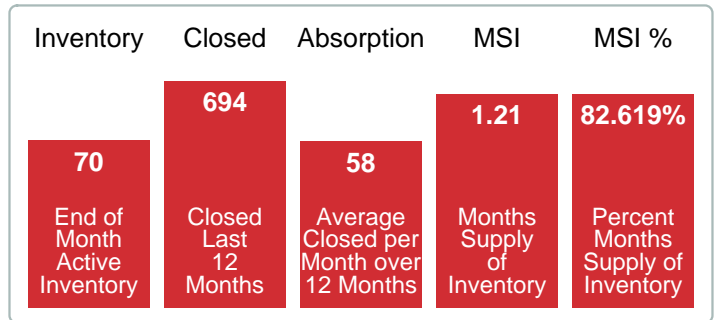
MONTHS SUPPLY of INVENTORY (MSI)

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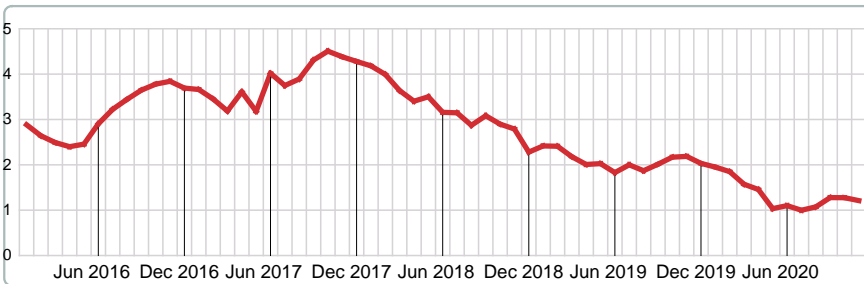
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

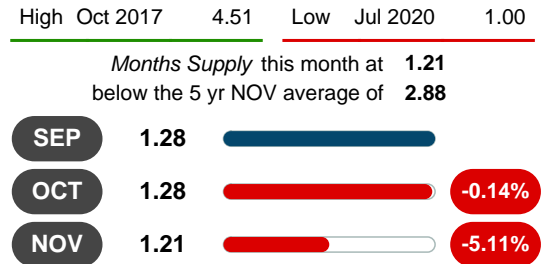


5 YEAR MARKET ACTIVITY TRENDS



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

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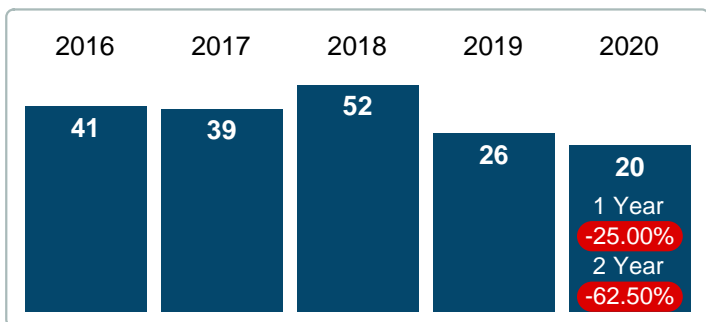
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



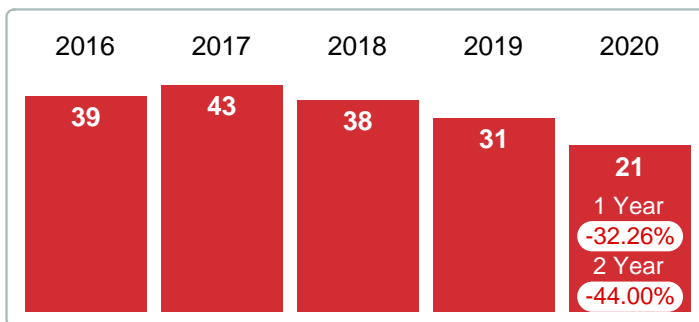
MEDIAN DAYS ON MARKET TO SALE

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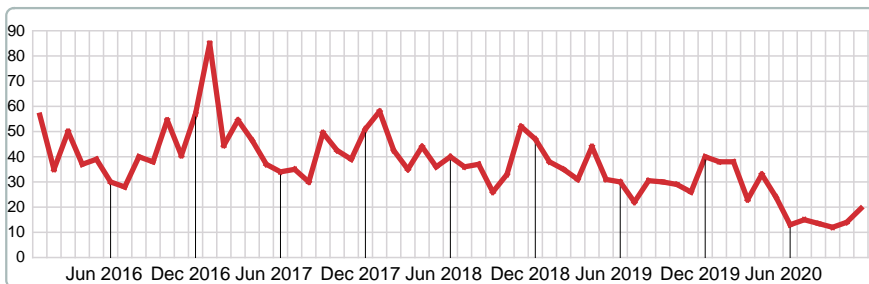
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

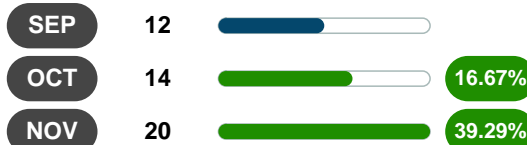


3 MONTHS

5 year NOV AVG = 35

High Jan 2017 85 Low Sep 2020 12

Median Days on Market to Sale this month at 20 below the 5 yr NOV average of 35



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%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1-\$0	0	0.00%	33	0	0	0	0
\$1 and up	40	100.00%	20	19	20	0	0
Median Closed DOM	20		19.5	19	20	0	0
Total Closed Units	40	100%	19.5	12	28		
Total Closed Volume	41,310			10.72K	30.59K	0.00B	0.00B

November 2020



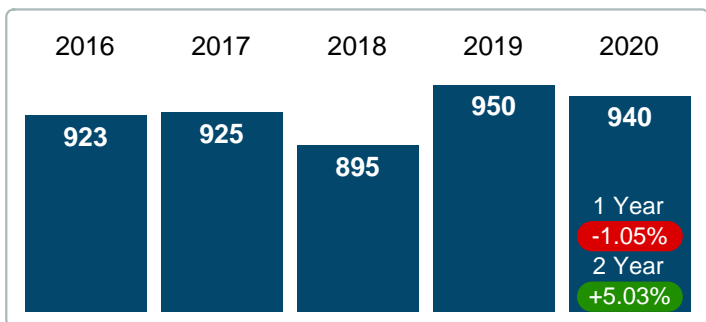
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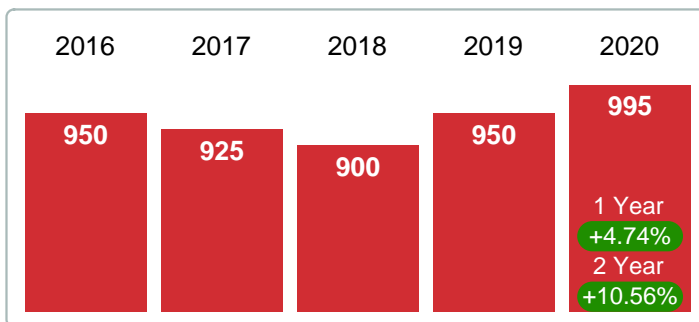
MEDIAN LIST PRICE AT CLOSING

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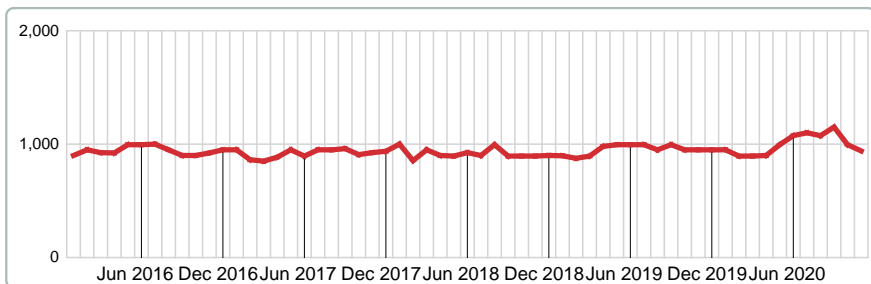
NOVEMBER



YEAR TO DATE (YTD)

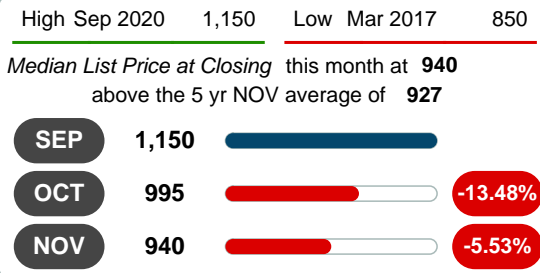


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 927



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%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 \$0	0	0.00%	20	0	0	0	0
\$1 and up	40	100.00%	940	825	998	0	0
Median List Price			940	825	998	0	0
Total Closed Units		100%	940	12	28		
Total Closed Volume			41,490	10.62K	30.87K	0.00B	0.00B

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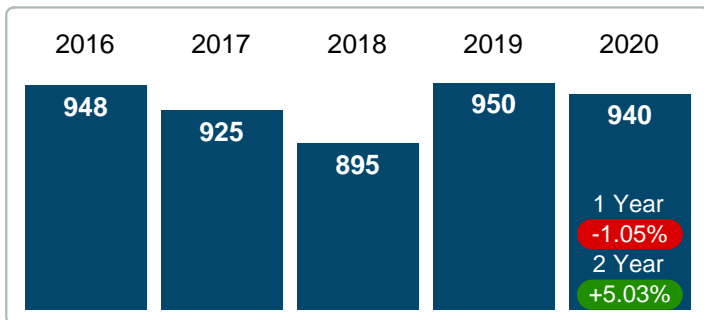
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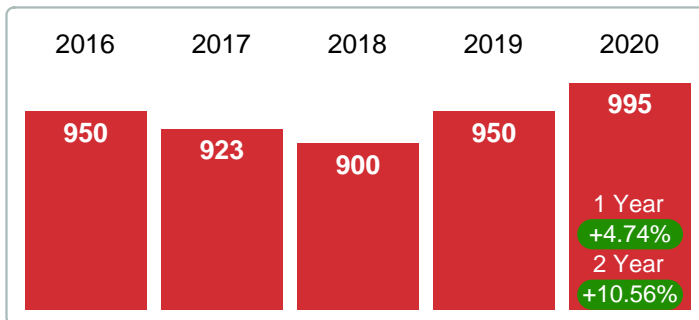
MEDIAN SOLD PRICE AT CLOSING

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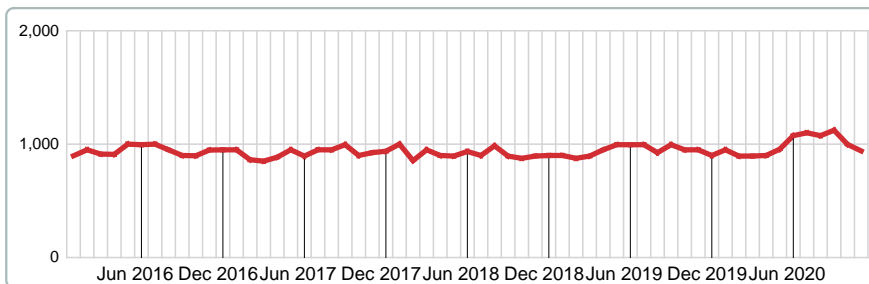
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

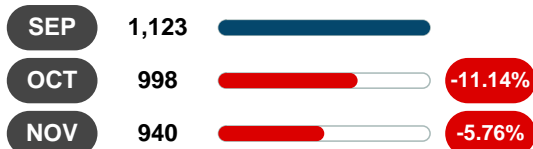


3 MONTHS

5 year NOV AVG = 932

High Sep 2020 1,123 Low Mar 2017 850

Median Sold Price at Closing this month at 940 above the 5 yr NOV average of 932



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%	940	0	0	0	0
\$1 \$0	0	0.00%	940	0	0	0	0
\$1 \$0	0	0.00%	940	0	0	0	0
\$1 \$0	0	0.00%	940	0	0	0	0
\$1 \$0	0	0.00%	940	0	0	0	0
\$1 \$0	0	0.00%	940	0	0	0	0
\$1 and up	40	100.00%	940	873	998	0	0
Median Sold Price			940	873	998	0	0
Total Closed Units		100%	940	12	28		
Total Closed Volume			41,310	10.72K	30.59K	0.00B	0.00B

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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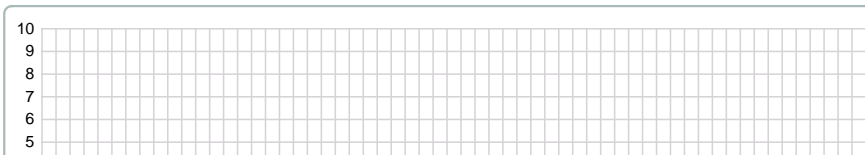
NOVEMBER

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 Nov 2020 100.00%

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%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	940.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	40	100.00%	100.00%	100.00%	100.00%	0.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	0.00%	0.00%
Total Closed Units		40	100%	100.00%	12	28	
Total Closed Volume		41,310			10.72K	30.59K	0.00B 0.00B



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

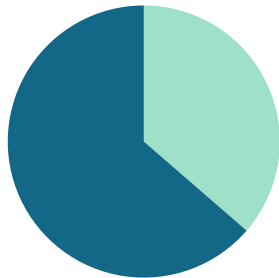


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MARKET SUMMARY

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INVENTORY

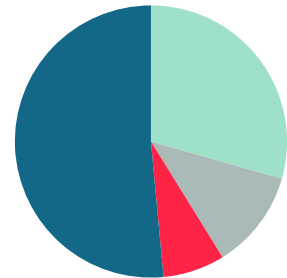


Inventory
 New Listings
44 = 36.36%
 Start Inventory
77
 Total Inventory Units
121
 Volume
\$131,685

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%
Median List Price	950	940	-1.05%	950	995	4.74%
Median Sale Price	950	940	-1.05%	950	995	4.74%
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	26.00	19.50	-25.00%	31.00	21.00	-32.26%
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

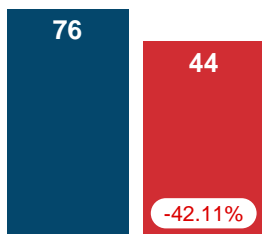
Inventory on November 30, 2020 = **70**

2019 **2020**

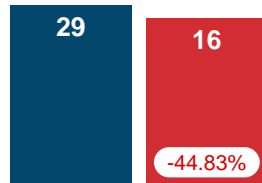
NOVEMBER MARKET

MEDIAN PRICES

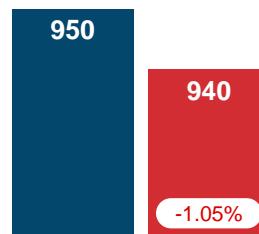
New Listings



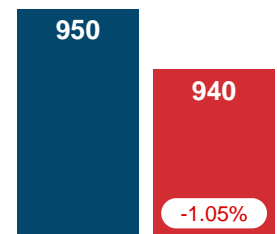
Pending Listings



List Price



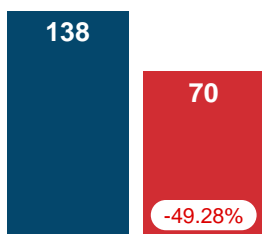
Sale Price



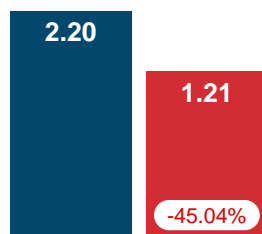
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

