



November 2020

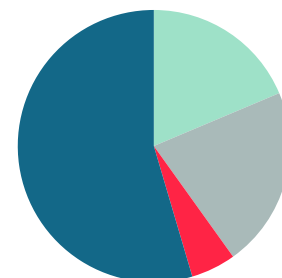
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	886	882	-0.45%
Pending Listings	778	1,015	30.46%
New Listings	1,041	1,075	3.27%
Median List Price	161,000	205,000	27.33%
Median Sale Price	160,000	203,138	26.96%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	19.00	7.00	-63.16%
End of Month Inventory	4,142	2,581	-37.69%
Months Supply of Inventory	4.12	2.64	-35.90%



■ Closed (18.65%)
■ Pending (21.46%)
■ Other OffMarket (5.33%)
■ Active (54.57%)

Absorption: Last 12 months, an Average of **977** Sales/Month
Active Inventory as of November 30, 2020 = **2,581**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **37.69%** to 2,581 existing homes available for sale. Over the last 12 months this area has had an average of 977 closed sales per month. This represents an unsold inventory index of **2.64** 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 **26.96%** in November 2020 to \$203,138 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 12.00 days or **63.16%** in November 2020 compared to last year's same month at **19.00** 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 weak this month.

There were 1,075 New Listings in November 2020, up **3.27%** from last year at 1,041. Furthermore, there were 882 Closed Listings this month versus last year at 886, a **-0.45%** decrease.

Closed versus Listed trends yielded a **82.0%** ratio, down from previous year's, November 2019, at **85.1%**, a **3.60%** downswing. 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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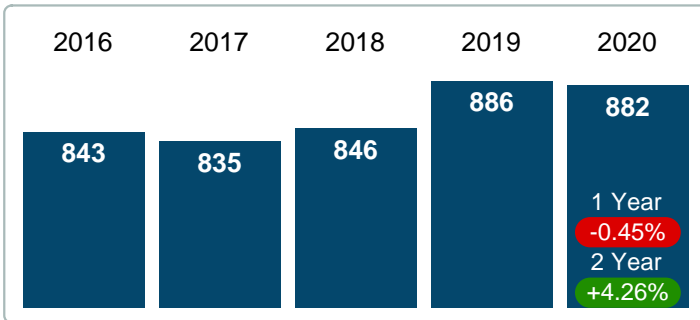
Area Delimited by County Of Tulsa



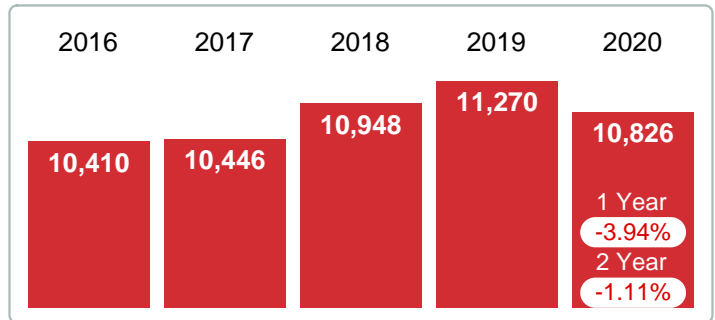
CLOSED LISTINGS

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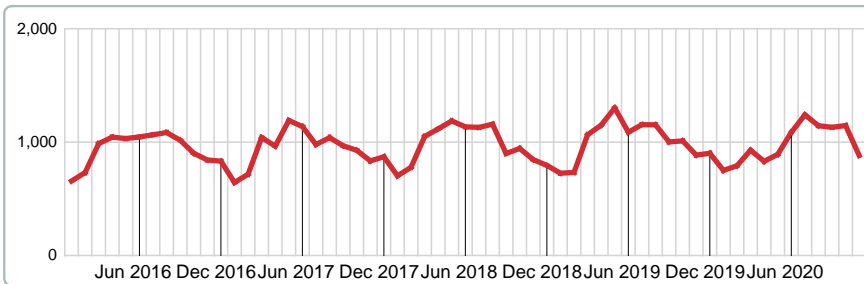
NOVEMBER



YEAR TO DATE (YTD)

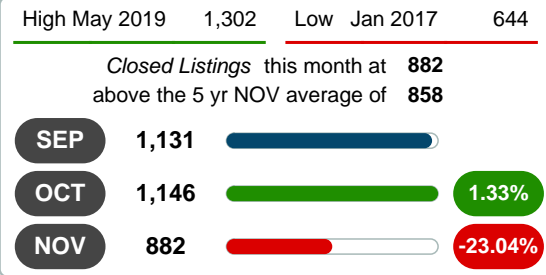


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 858



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	60	6.80%	16.0	38	19	3	0
\$75,001 - \$125,000	90	10.20%	4.5	26	56	7	1
\$125,001 - \$175,000	181	20.52%	4.0	24	137	18	2
\$175,001 - \$225,000	185	20.98%	5.0	17	114	50	4
\$225,001 - \$300,000	160	18.14%	11.5	14	59	76	11
\$300,001 - \$400,000	112	12.70%	20.5	6	31	66	9
\$400,001 and up	94	10.66%	21.0	4	15	51	24
Total Closed Units	882			129	431	271	51
Total Closed Volume	219,081,628	100%	7.0	19.08M	85.97M	88.29M	25.75M
Median Closed Price	\$203,138			\$126,000	\$177,400	\$289,900	\$360,000



November 2020

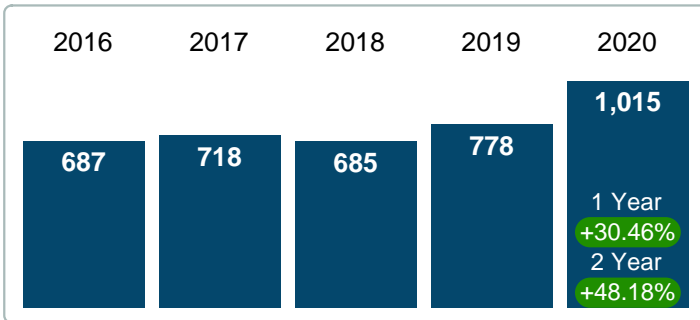
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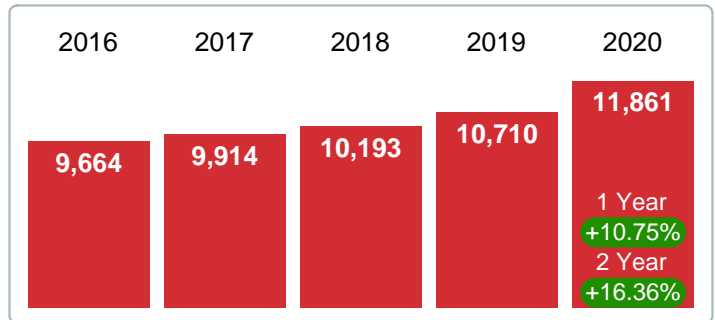
PENDING LISTINGS

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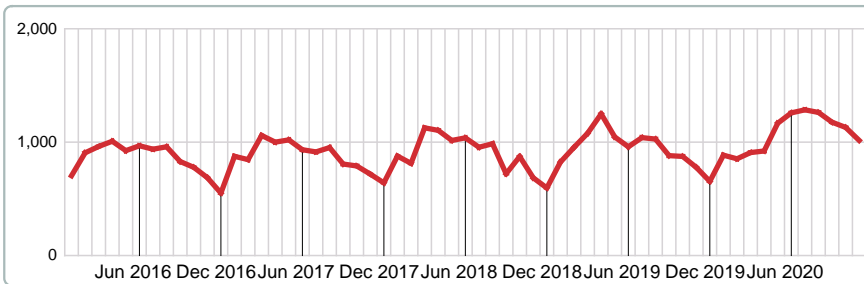
NOVEMBER



YEAR TO DATE (YTD)

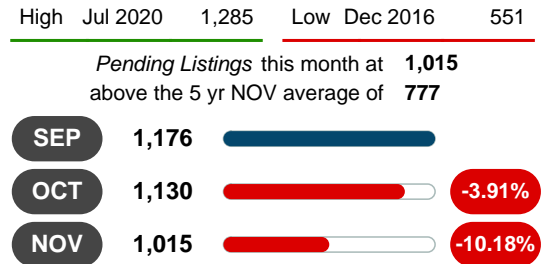


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 777



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	92	9.06%	13.0	33	52	7	0
\$50,001 - \$125,000	137	13.50%	11.0	53	76	7	1
\$125,001 - \$150,000	102	10.05%	5.5	13	82	6	1
\$150,001 - \$225,000	280	27.59%	9.5	23	199	55	3
\$225,001 - \$300,000	178	17.54%	20.5	8	68	92	10
\$300,001 - \$375,000	113	11.13%	29.0	4	32	63	14
\$375,001 and up	113	11.13%	24.0	7	18	62	26
Total Pending Units	1,015			141	527	292	55
Total Pending Volume	230,490,094	100%	14.0	22.13M	93.09M	90.96M	24.32M
Median Listing Price	\$194,400			\$97,000	\$170,000	\$284,500	\$374,900



November 2020

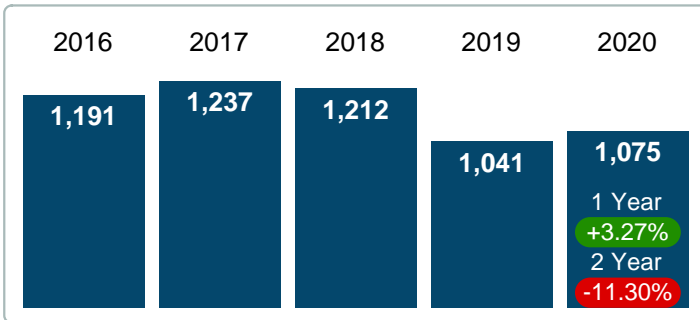
Area Delimited by County Of Tulsa



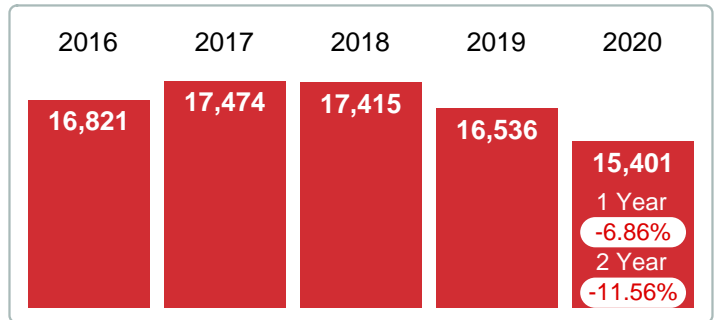
NEW LISTINGS

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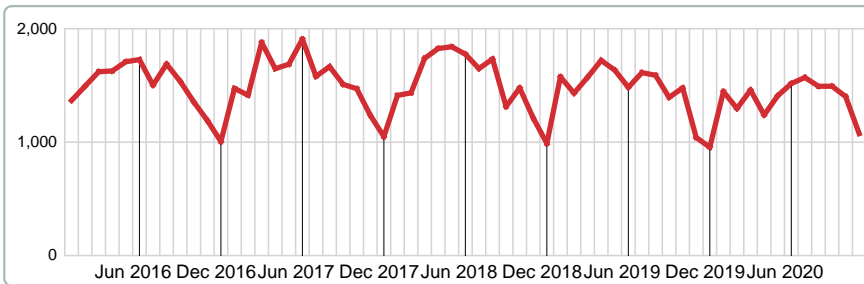
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

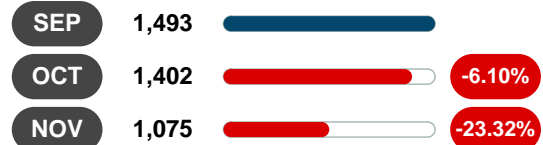


3 MONTHS

5 year NOV AVG = 1,151

High Jun 2017 1,908 Low Dec 2019 955

New Listings this month at **1,075**
below the 5 yr NOV average of **1,151**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	105	9.77%	27	60	16	2
\$25,001 - \$100,000	134	12.47%	81	50	3	0
\$100,001 - \$150,000	164	15.26%	63	91	9	1
\$150,001 - \$225,000	247	22.98%	37	159	50	1
\$225,001 - \$325,000	177	16.47%	18	66	82	11
\$325,001 - \$475,000	133	12.37%	7	37	75	14
\$475,001 and up	115	10.70%	26	19	40	30
Total New Listed Units	1,075		259	482	275	59
Total New Listed Volume	293,698,825	100%	65.80M	89.93M	90.76M	47.21M
Median New Listed Listing Price	\$189,900		\$132,500	\$170,000	\$299,500	\$477,827



November 2020

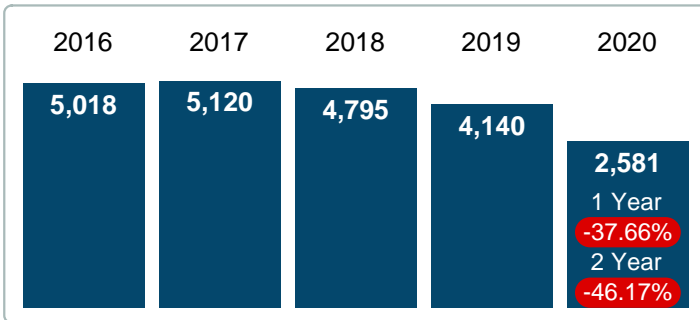
Area Delimited by County Of Tulsa



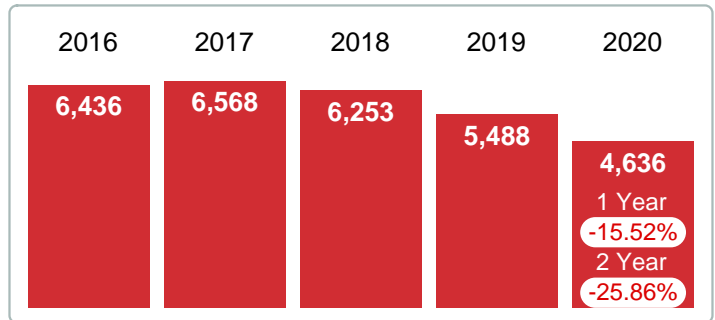
ACTIVE INVENTORY

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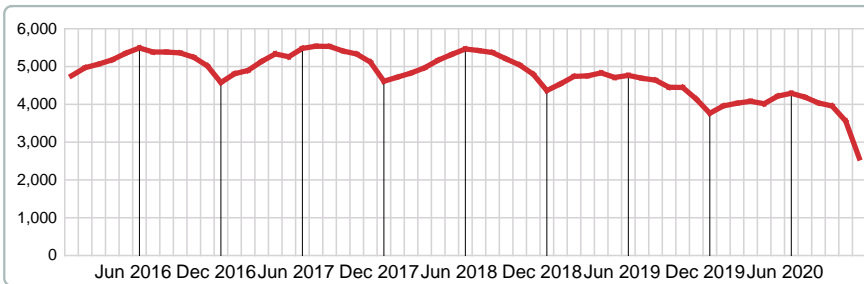
END OF NOVEMBER



ACTIVE DURING NOVEMBER

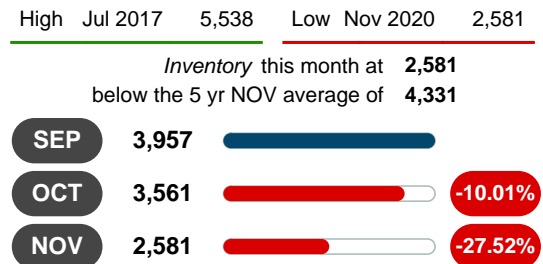


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4,331



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%	24.0	0	0	0	0
\$1-\$25,000	586	22.70%	117.0	169	326	78	13
\$25,001-\$125,000	365	14.14%	61.0	238	105	21	1
\$125,001-\$300,000	655	25.38%	47.0	208	272	159	16
\$300,001-\$425,000	351	13.60%	68.0	71	89	160	31
\$425,001-\$850,000	366	14.18%	75.5	108	46	132	80
\$850,001 and up	258	10.00%	104.0	147	15	40	56
Total Active Inventory by Units			2,581	941	853	590	197
Total Active Inventory by Volume			985,858,989	436.99M	140.32M	230.98M	177.57M
Median Active Inventory Listing Price			\$209,750	\$150,000	\$121,000	\$329,950	\$595,000



November 2020

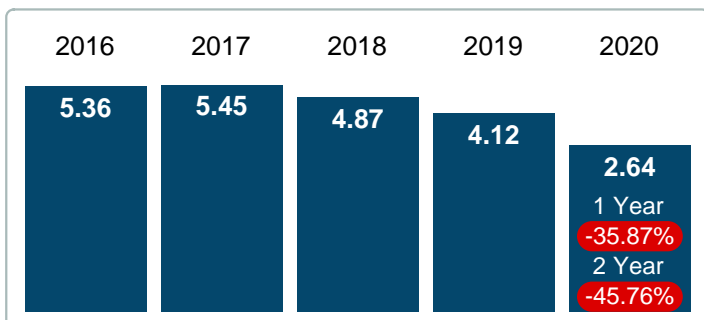
Area Delimited by County Of Tulsa



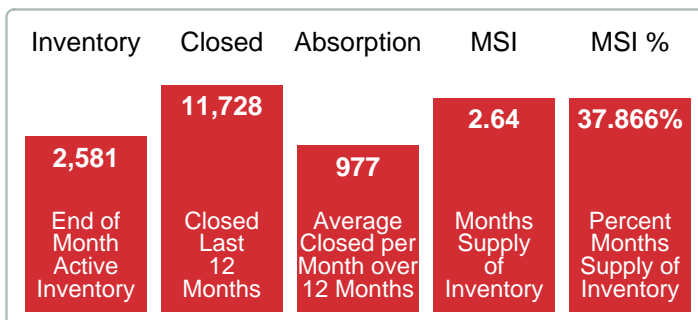
MONTHS SUPPLY of INVENTORY (MSI)

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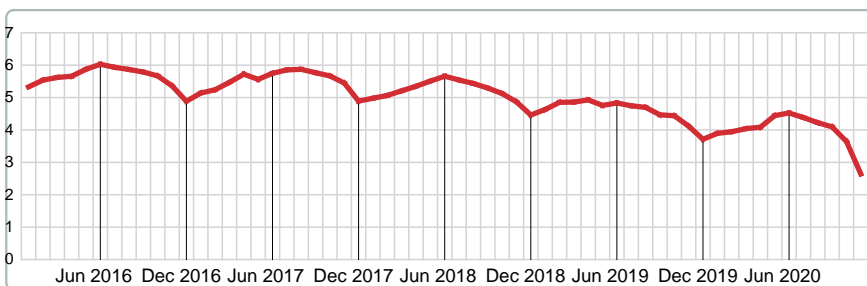
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

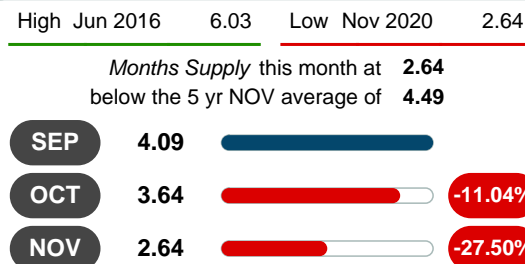


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.49



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-\$25,000	586	22.70%	11.98	8.89	13.54	13.97	52.00
\$25,001-\$125,000	365	14.14%	2.12	3.61	1.11	1.85	1.33
\$125,001-\$300,000	655	25.38%	1.19	4.78	0.84	0.97	1.00
\$300,001-\$425,000	351	13.60%	2.76	14.69	2.63	2.18	2.02
\$425,001-\$850,000	366	14.18%	5.25	35.03	3.97	3.52	4.55
\$850,001 and up	258	10.00%	27.40	135.69	20.00	10.67	14.61
Market Supply of Inventory (MSI)	2.64			6.84	1.74	1.99	3.67
Total Active Inventory by Units	2,581	100%	2.64	941	853	590	197



November 2020

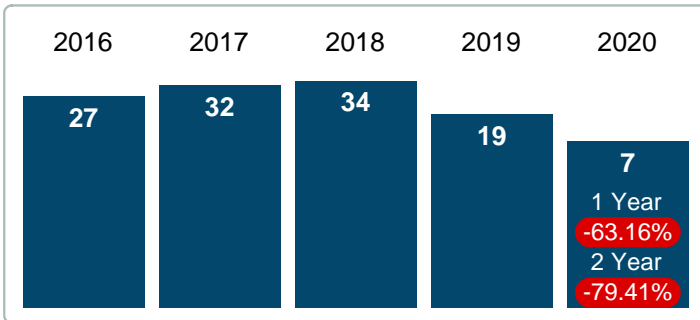
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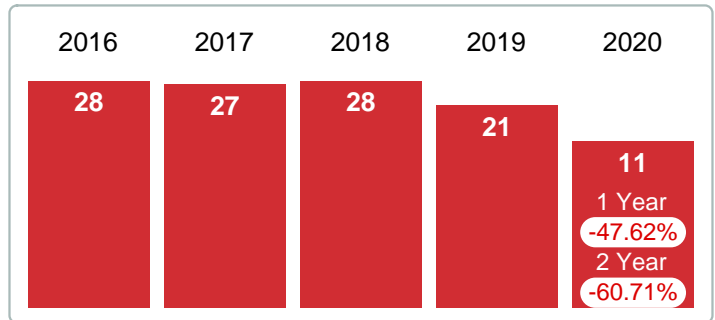
MEDIAN DAYS ON MARKET TO SALE

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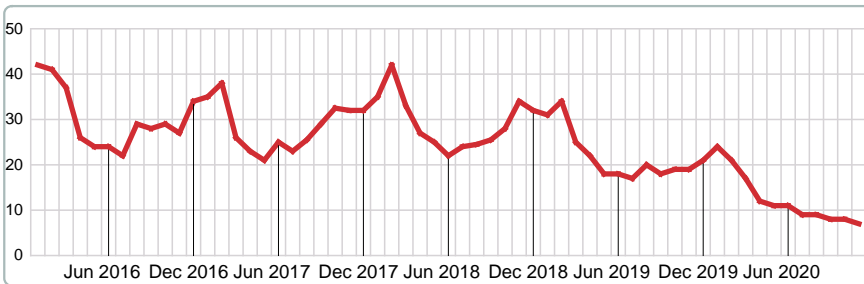
NOVEMBER



YEAR TO DATE (YTD)

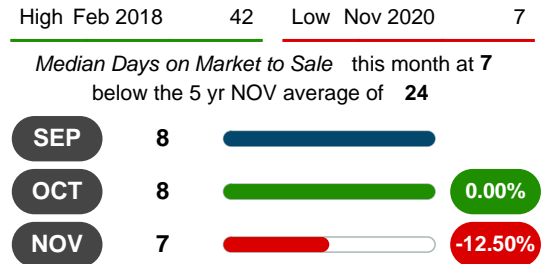


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 24



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
\$75,000 and less	6.80%	16	18	4	43	0
\$75,001 - \$125,000	10.20%	5	6	4	21	4
\$125,001 - \$175,000	20.52%	4	4	4	7	41
\$175,001 - \$225,000	20.98%	5	10	4	7	12
\$225,001 - \$300,000	18.14%	12	36	10	11	12
\$300,001 - \$400,000	12.70%	21	13	19	21	32
\$400,001 and up	10.66%	21	112	33	15	20
Median Closed DOM		7	10	5	12	16
Total Closed Units	100%	882	129	431	271	51
Total Closed Volume		219,081,628	19.08M	85.97M	88.29M	25.75M



November 2020

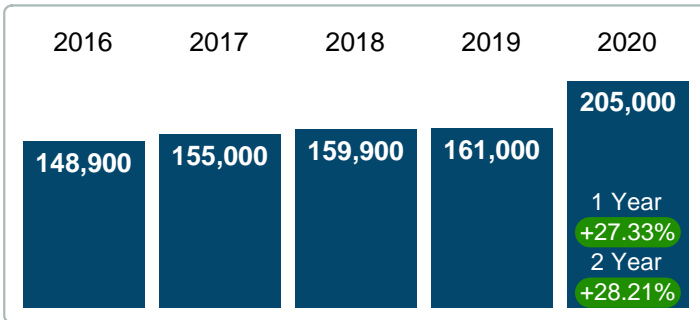
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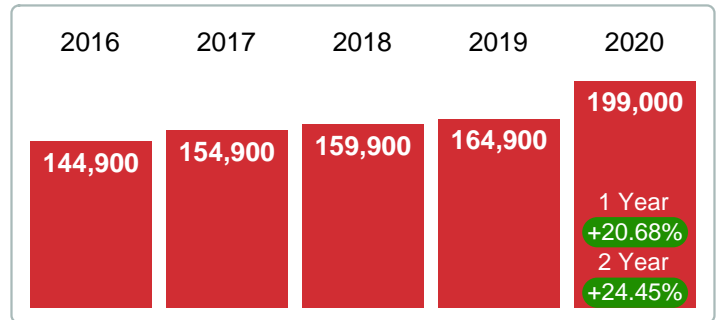
MEDIAN LIST PRICE AT CLOSING

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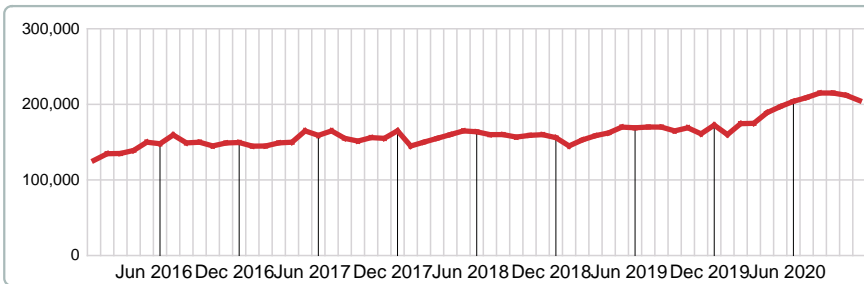
NOVEMBER



YEAR TO DATE (YTD)

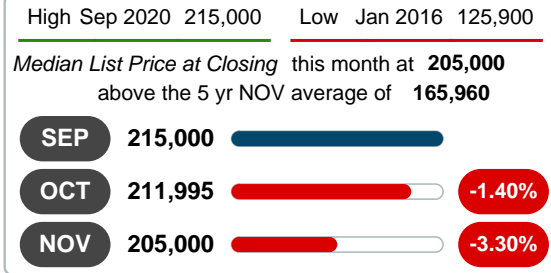


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 165,960



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
\$75,000 and less	58	6.58%	58,950	54,900	60,000	69,990	0
\$75,001 - \$125,000	96	10.88%	107,000	96,250	110,000	119,950	110,000
\$125,001 - \$175,000	172	19.50%	154,900	150,000	150,000	164,750	156,900
\$175,001 - \$225,000	182	20.63%	199,900	200,000	197,000	204,900	193,700
\$225,001 - \$300,000	167	18.93%	259,900	262,433	251,200	269,900	260,000
\$300,001 - \$400,000	113	12.81%	349,000	320,000	360,000	349,200	327,900
\$400,001 and up	94	10.66%	529,950	535,000	500,000	534,950	512,000
Median List Price			205,000	126,000	179,900	289,900	375,000
Total Closed Units		100%	205,000	129	431	271	51
Total Closed Volume			223,461,272	20.87M	86.68M	89.71M	26.19M



November 2020

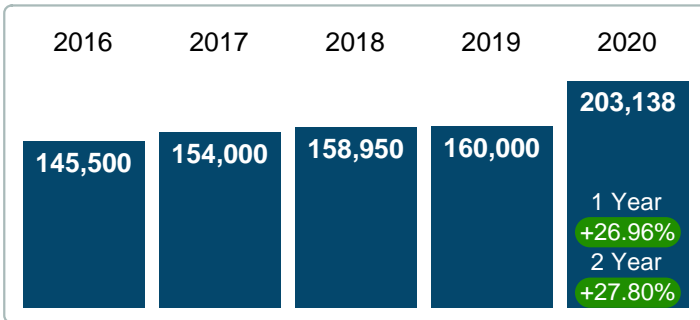
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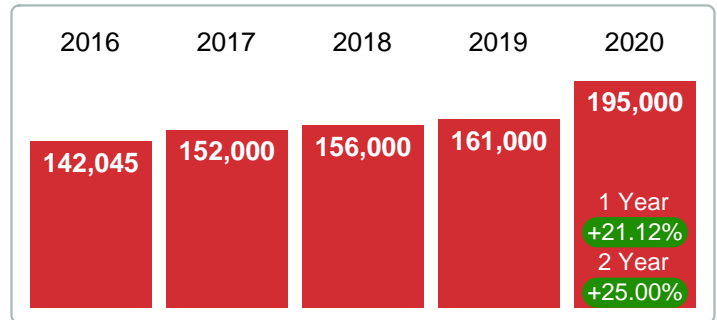
MEDIAN SOLD PRICE AT CLOSING

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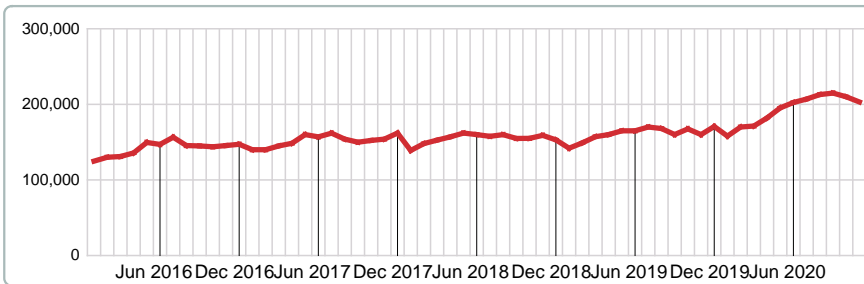
NOVEMBER



YEAR TO DATE (YTD)

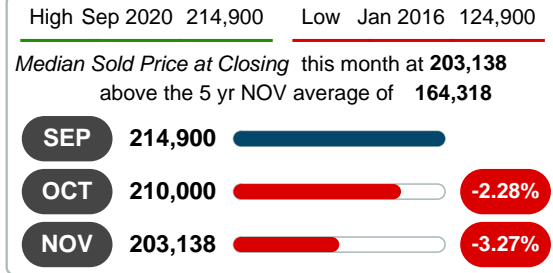


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 164,318



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
\$75,000 and less	6.80%	55,000	51,000	60,000	58,000	0
\$75,001 - \$125,000	10.20%	105,000	93,450	110,000	107,360	105,550
\$125,001 - \$175,000	20.52%	152,500	157,000	151,000	164,750	155,400
\$175,001 - \$225,000	20.98%	199,000	212,000	196,750	200,000	192,250
\$225,001 - \$300,000	18.14%	260,217	260,967	252,000	267,250	258,000
\$300,001 - \$400,000	12.70%	344,450	319,985	359,000	348,000	329,900
\$400,001 and up	10.66%	522,454	517,500	490,000	525,000	525,797
Median Sold Price		203,138	126,000	177,400	289,900	360,000
Total Closed Units	100%	203,138	129	431	271	51
Total Closed Volume		219,081,628	19.08M	85.97M	88.29M	25.75M



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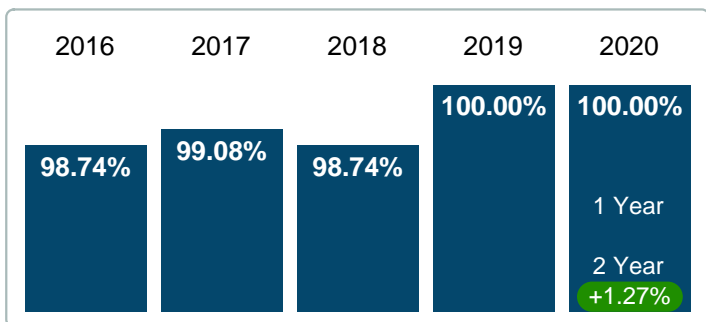
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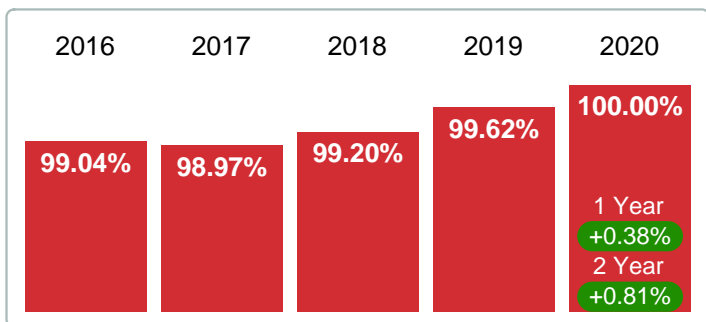
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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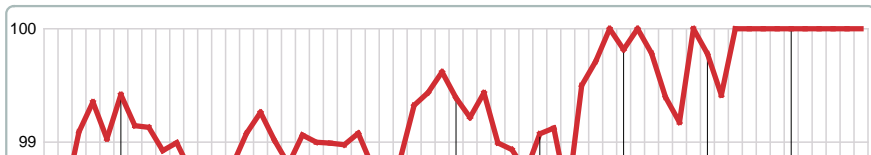
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.31%

High Nov 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% above the 5 yr NOV average of 99.31%

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
\$75,000 and less	60	6.80%	94.30%	93.68%	100.00%	96.55%	0.00%
\$75,001 - \$125,000	90	10.20%	99.23%	99.03%	100.00%	93.04%	95.95%
\$125,001 - \$175,000	181	20.52%	100.00%	100.00%	100.00%	100.00%	99.02%
\$175,001 - \$225,000	185	20.98%	100.00%	97.38%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	160	18.14%	100.00%	97.47%	100.00%	100.00%	99.17%
\$300,001 - \$400,000	112	12.70%	100.00%	98.44%	100.00%	100.00%	99.14%
\$400,001 and up	94	10.66%	99.02%	96.54%	98.13%	99.00%	99.47%
Median Sold/List Ratio		100.00%		97.37%	100.00%	100.00%	99.23%
Total Closed Units		882	100%	129	431	271	51
Total Closed Volume		219,081,628		19.08M	85.97M	88.29M	25.75M



November 2020

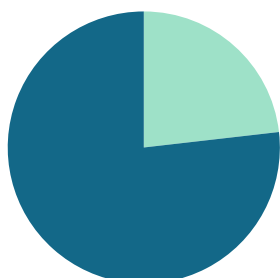
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Dec 11, 2020 for MLS Technology Inc.

INVENTORY

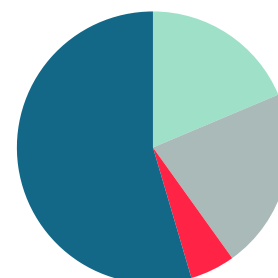


Inventory
 New Listings
1,075 = 23.18%
 Start Inventory
3,562
 Total Inventory Units
4,637
 Volume
\$1,524,607,647

Market Activity

Closed Sales
882 = 18.65%
 Pending Sales
1,015 = 21.46%
 Other Off Market
252 = 5.33%
 Active Inventory
2,581 = 54.57%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	886	882	-0.45%	11,270	10,826	-3.94%
Pending Sales	778	1,015	30.46%	10,710	11,861	10.75%
New Listings	1,041	1,075	3.27%	16,536	15,401	-6.86%
Median List Price	161,000	205,000	27.33%	164,900	199,000	20.68%
Median Sale Price	160,000	203,138	26.96%	161,000	195,000	21.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.62%	100.00%	0.38%
Median Days on Market to Sale	19.00	7.00	-63.16%	21.00	11.00	-47.62%
Monthly Inventory	4,142	2,581	-37.69%	4,142	2,581	-37.69%
Months Supply of Inventory	4.12	2.64	-35.90%	4.12	2.64	-35.90%

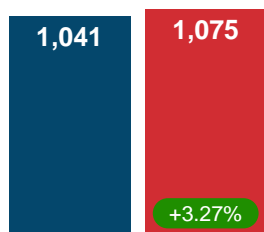
Absorption: Last 12 months, an Average of **977** Sales/Month

Inventory on November 30, 2020 = **2,581** 2019 2020

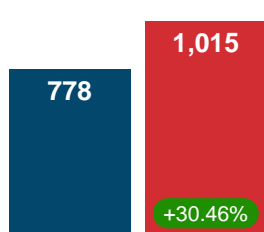
NOVEMBER MARKET

MEDIAN PRICES

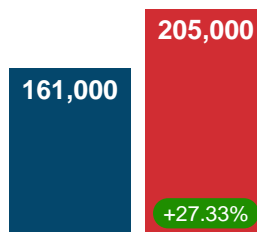
New Listings



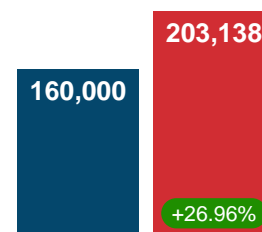
Pending Listings



List Price



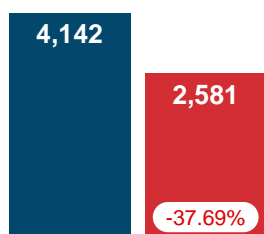
Sale Price



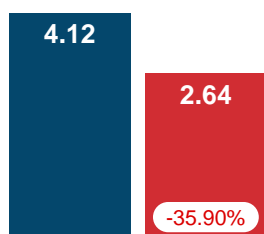
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

