

# November 2020



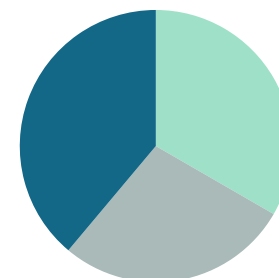
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	23	12	-47.83%
Pending Listings	8	10	25.00%
New Listings	18	9	-50.00%
Average List Price	1,365	1,379	1.04%
Average Sale Price	1,363	1,365	0.18%
Average Percent of Selling Price to List Price	99.79%	99.02%	-0.78%
Average Days on Market to Sale	32.87	27.75	-15.58%
End of Month Inventory	32	14	-56.25%
Months Supply of Inventory	2.06	1.12	-45.75%



■ Closed (33.33%)  
■ Pending (27.78%)  
■ Other OffMarket (0.00%)  
■ Active (38.89%)

**Absorption:** Last 12 months, an Average of **13 Sales/Month**  
**Active Inventory** as of November 30, 2020 = **14**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **56.25%** to 14 existing homes available for sale. Over the last 12 months this area has had an average of 13 closed sales per month. This represents an unsold inventory index of **1.12 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 **0.18%** in November 2020 to \$1,365 versus the previous year at \$1,363.

#### Average Days on Market Shortens

The average number of **27.75** days that homes spent on the market before selling decreased by 5.12 days or **15.58%** in November 2020 compared to last year's same month at **32.87** 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 **50.00%** from last year at 18. Furthermore, there were 12 Closed Listings this month versus last year at 23, a **-47.83%** decrease.

Closed versus Listed trends yielded a **133.3%** ratio, up from previous year's, November 2019, at **127.8%**, a **4.35%** 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



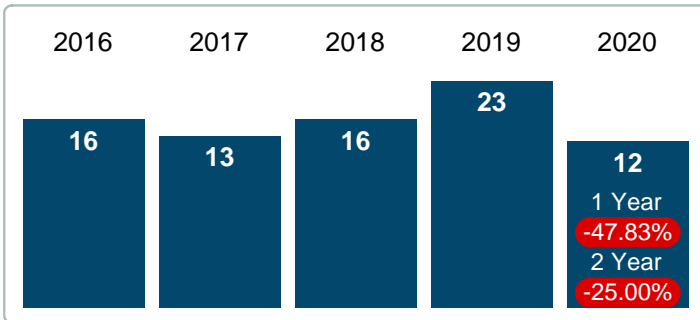
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) - Leasing Property Type



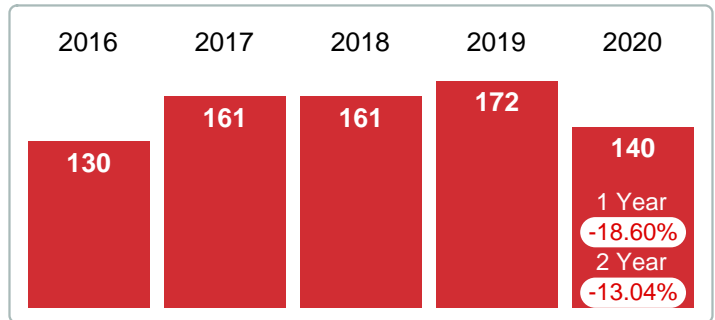
## CLOSED LISTINGS

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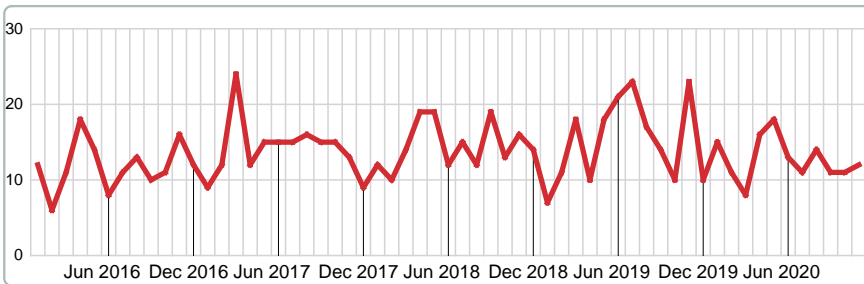
### NOVEMBER



### YEAR TO DATE (YTD)

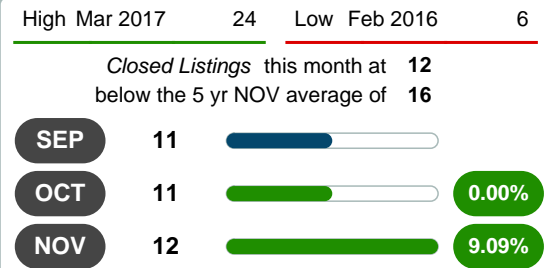


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 16



### 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	12	100.00%	27.8	1	7	3	1
<b>Total Closed Units</b>	<b>12</b>			<b>1</b>	<b>7</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>16,380</b>	<b>100%</b>	<b>27.8</b>	<b>1,295</b>	<b>8,915</b>	<b>4,670</b>	<b>1,500</b>
<b>Average Closed Price</b>	<b>\$1,365</b>			<b>\$1,295</b>	<b>\$1,274</b>	<b>\$1,557</b>	<b>\$1,500</b>

# November 2020



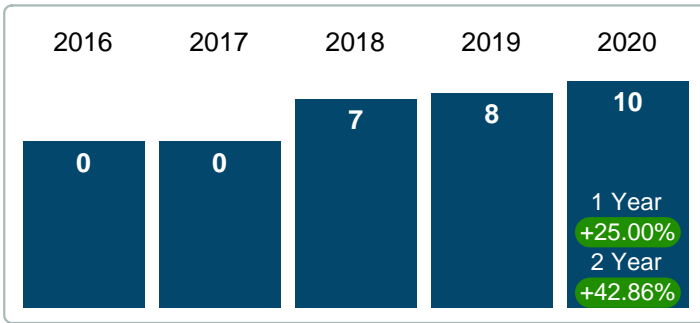
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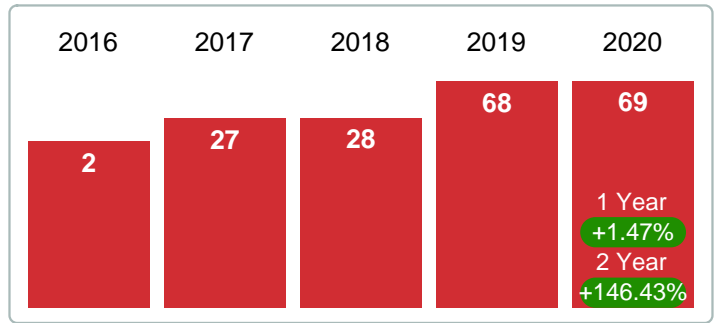
## PENDING LISTINGS

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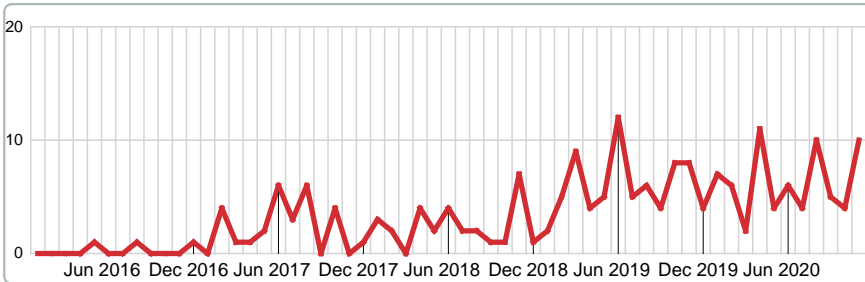
### NOVEMBER



### YEAR TO DATE (YTD)

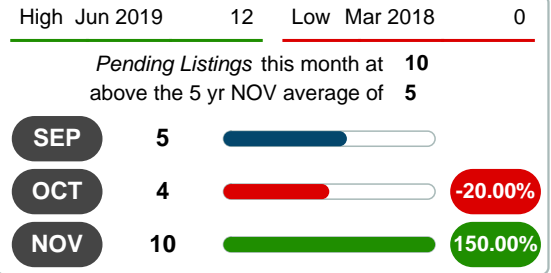


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 5



### 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	10	100.00%	17.7	1	8	1	0
<b>Total Pending Units</b>	<b>10</b>			<b>1</b>	<b>8</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,530</b>	<b>100%</b>	<b>17.7</b>	<b>1,295</b>	<b>9,640</b>	<b>1,595</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,253</b>			<b>\$1,295</b>	<b>\$1,205</b>	<b>\$1,595</b>	<b>\$0</b>

# November 2020



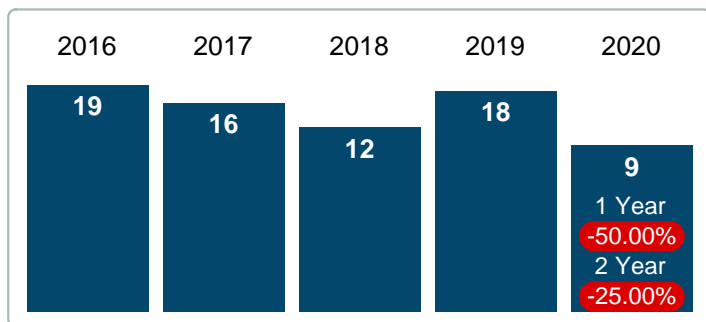
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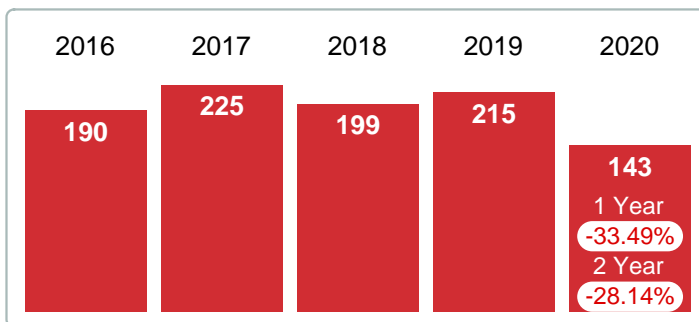
## NEW LISTINGS

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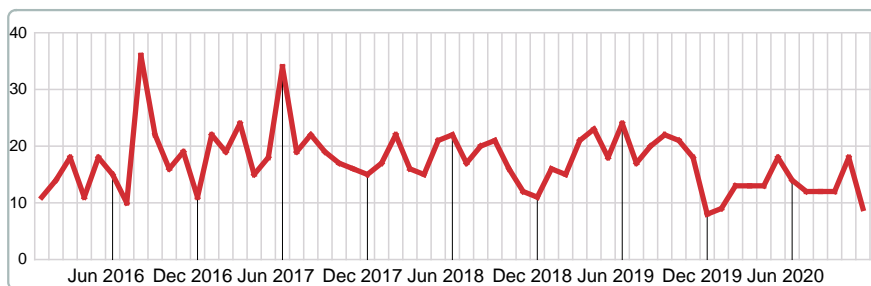
### NOVEMBER



### YEAR TO DATE (YTD)

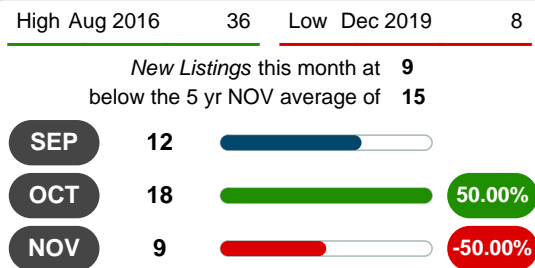


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 15



### 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	9	100.00%	2	6	1	0
<b>Total New Listed Units</b>	<b>9</b>		<b>2</b>	<b>6</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,675</b>	<b>100%</b>	<b>2,145</b>	<b>8,835</b>	<b>1,695</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$1,369</b>		<b>\$1,073</b>	<b>\$1,473</b>	<b>\$1,695</b>	<b>\$0</b>

# November 2020



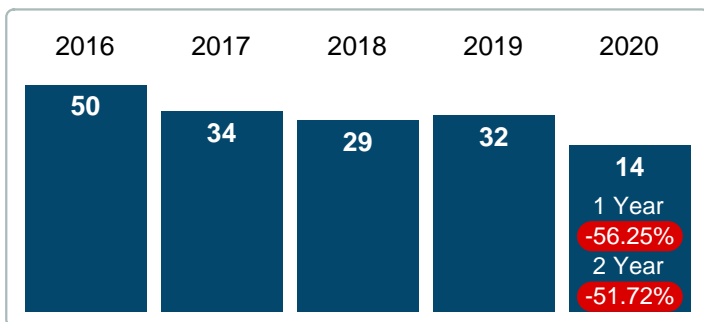
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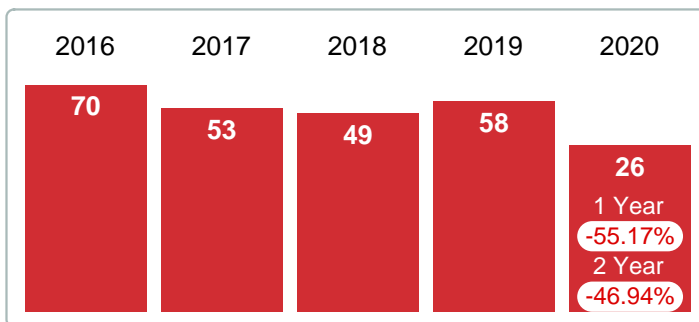
## ACTIVE INVENTORY

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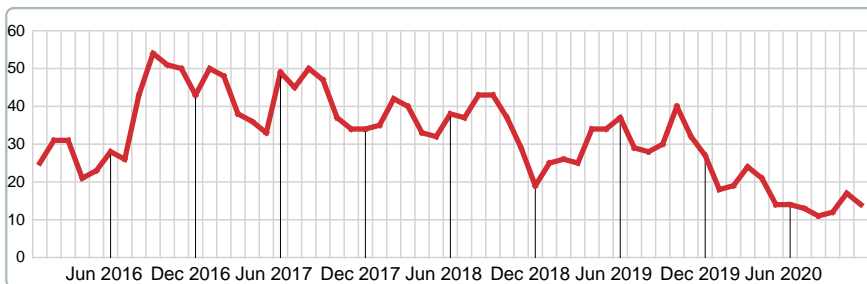
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

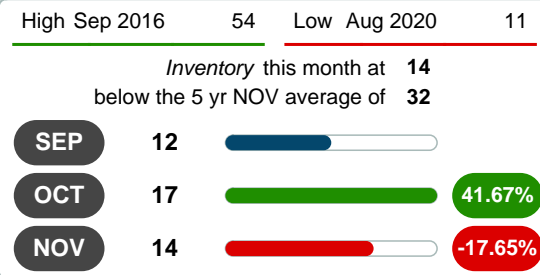


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 32



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 \$0		0.00%	0.0	0	0	0	0
\$1 and up		100.00%	34.0	1	12	1	0
Total Active Inventory by Units			14	1	12	1	0
Total Active Inventory by Volume			19,600	850	17.06K	1,695	0.00B
Average Active Inventory Listing Price			\$1,400	\$850	\$1,421	\$1,695	\$0

# November 2020



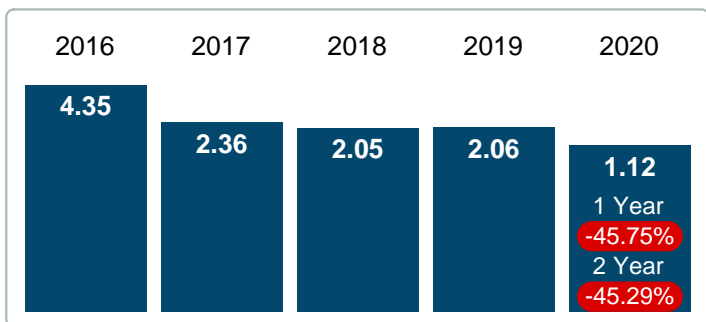
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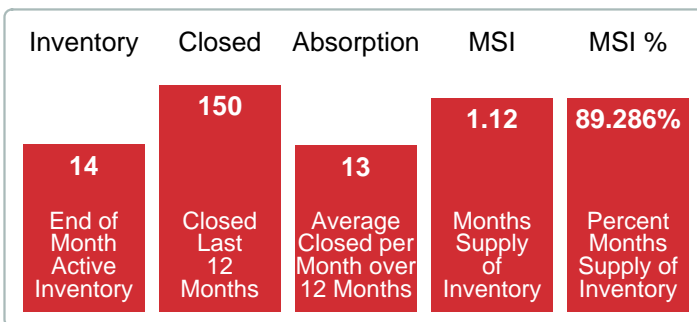
## MONTHS SUPPLY of INVENTORY (MSI)

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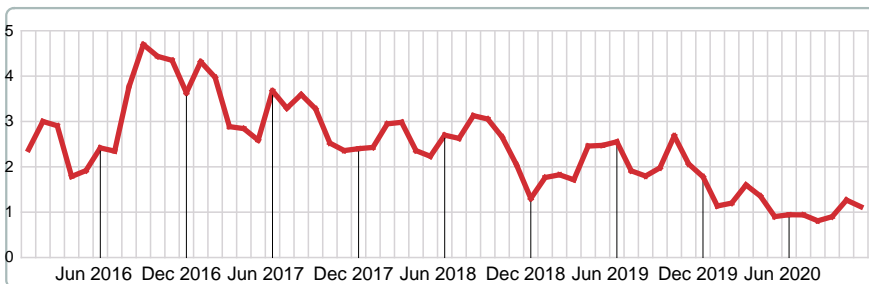
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.39

High Sep 2016 4.70 Low Aug 2020 0.81

Months Supply this month at 1.12 below the 5 yr NOV average of 2.39



### 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	14	100.00%	1.12	1.50	1.50	0.29	0.00
Market Supply of Inventory (MSI)	1.12			1.50	1.50	0.29	0.00
Total Active Inventory by Units	14	100%	1.12	1	12	1	0

# November 2020



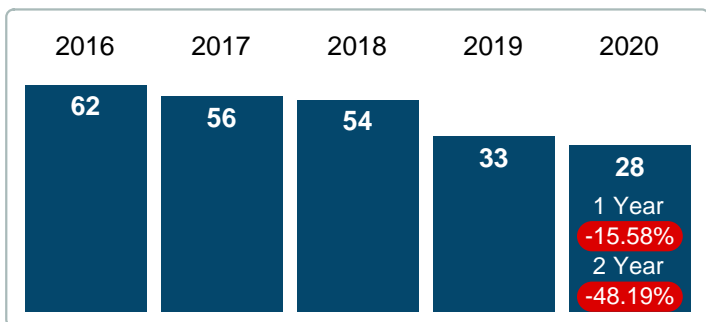
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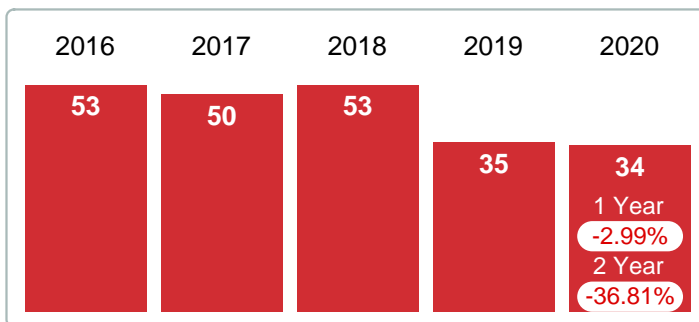
## AVERAGE DAYS ON MARKET TO SALE

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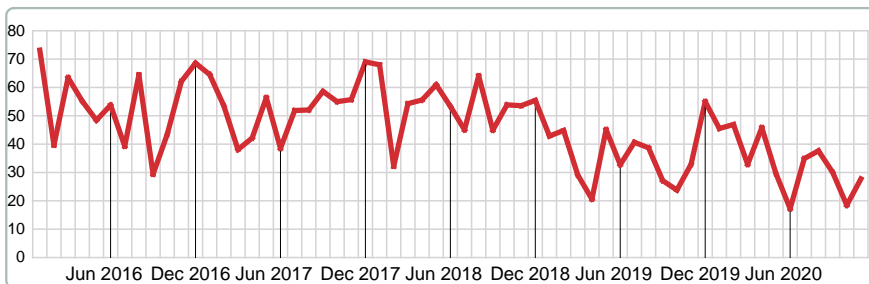
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46

High Jan 2016 73 Low Jun 2020 17

Average Days on Market to Sale this month at 28 below the 5 yr NOV average of 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	12	100.00%	28	11	30	25	36
Average Closed DOM			28	11	30	25	36
Total Closed Units		100%	28	1	7	3	1
Total Closed Volume			16,380	1,295	8,915	4,670	1,500

# November 2020



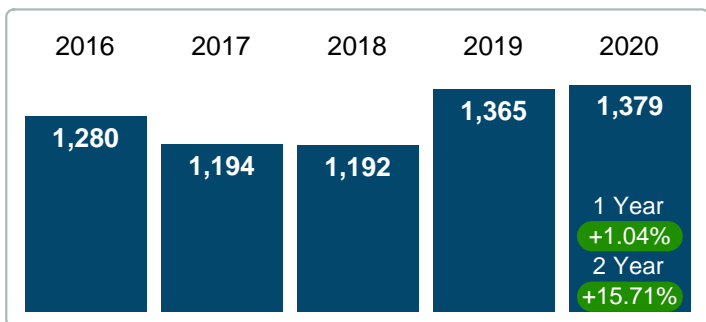
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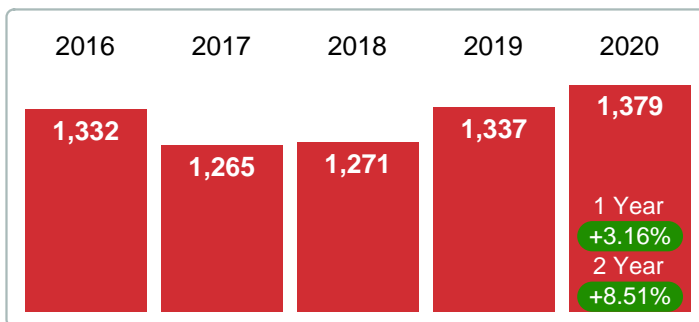
## AVERAGE LIST PRICE AT CLOSING

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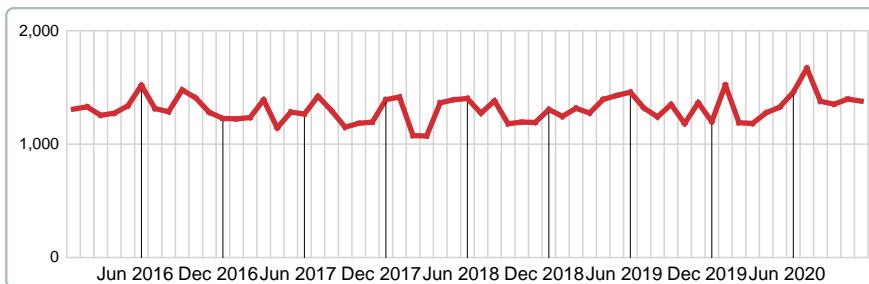
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,282

High Jul 2020 1,670 Low Mar 2018 1,072  
Average List Price at Closing this month at **1,379**  
above the 5 yr NOV average of **1,282**

SEP	1,352	<div style="width: 50%;"></div>
OCT	1,397	<div style="width: 75%;"></div> 3.33%
NOV	1,379	<div style="width: 60%;"></div> -1.30%

### 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> 12	100.00%	1,379	1,295	1,284	1,557	1,595
Average List Price			1,379	1,295	1,284	1,557	1,595
Total Closed Units		100%	1,379	1	7	3	1
Total Closed Volume			16,550	1,295	8,990	4,670	1,595



# November 2020



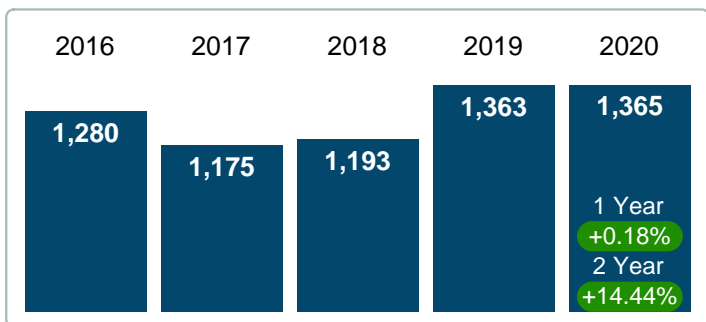
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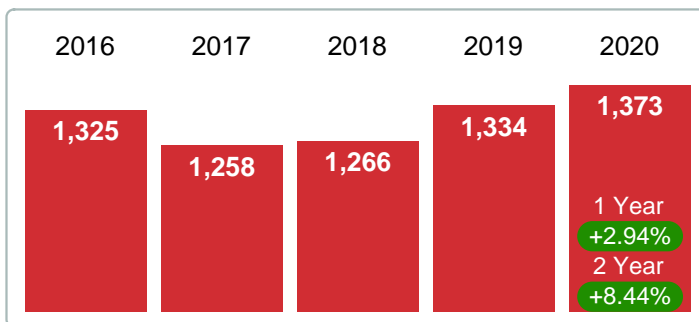
## AVERAGE SOLD PRICE AT CLOSING

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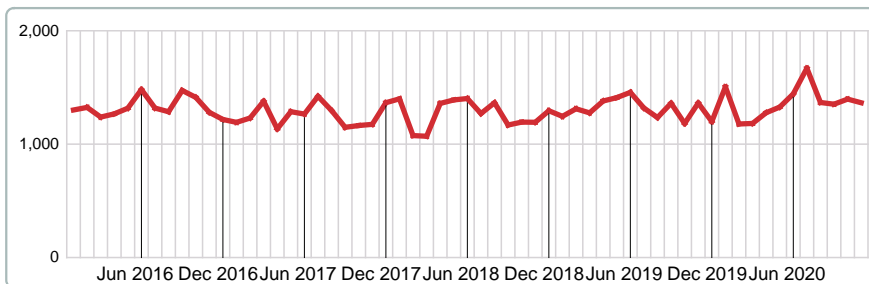
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,275

High Jul 2020 1,670 Low Mar 2018 1,070  
 Average Sold Price at Closing this month at **1,365**  
 above the 5 yr NOV average of **1,275**

Month	Average Sold Price	Change (%)
SEP	1,352	
OCT	1,397	+3.33%
NOV	1,365	-2.31%

### 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	12	100.00%	1,365	1,295	1,274	1,557	1,500
Average Sold Price			1,365	1,295	1,274	1,557	1,500
Total Closed Units		100%	1,365	1	7	3	1
Total Closed Volume			16,380	1,295	8,915	4,670	1,500

# November 2020



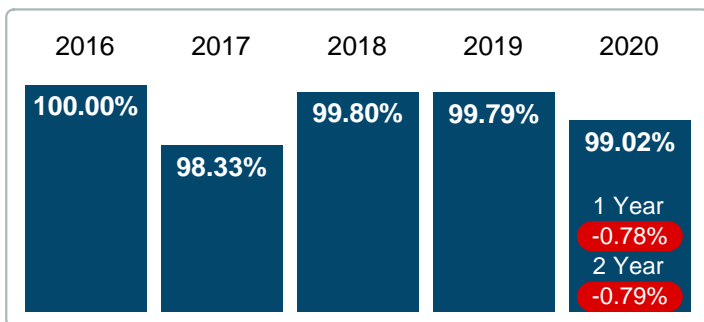
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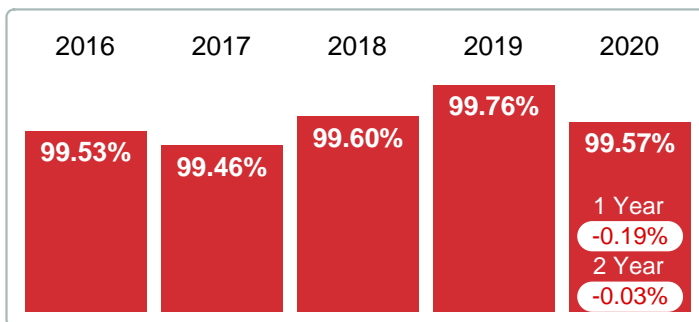
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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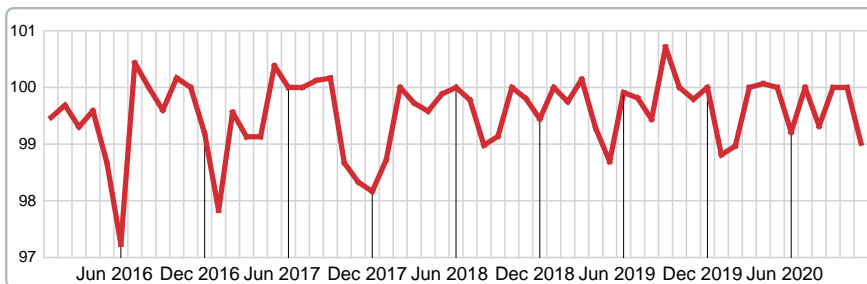
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

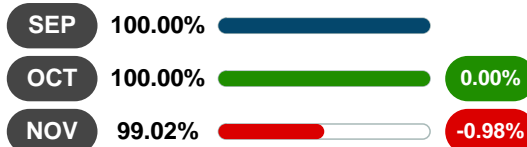


### 3 MONTHS

5 year NOV AVG = 99.39%

High Sep 2019 100.71% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **99.02%** equal to 5 yr NOV average of **99.39%**



## 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	12	100.00%	99.02%	100.00%	99.17%	100.00%	94.04%
Average Sold/List Ratio		99.00%		100.00%	99.17%	100.00%	94.04%
Total Closed Units		12	100%	1	7	3	1
Total Closed Volume		16,380		1,295	8,915	4,670	1,500

# November 2020



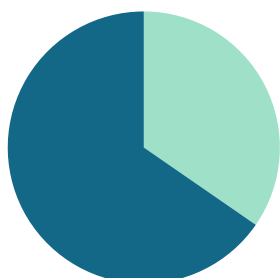
Area Delimited by County Of Tulsa; School District Union - Sch Dist (9) -  
Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

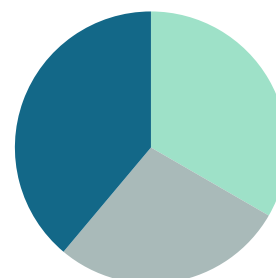


**Inventory**  
 New Listings  
**9 = 34.62%**  
 Start Inventory  
**17**  
 Total Inventory Units  
**26**  
 Volume  
**\$36,150**

### Market Activity

Closed Sales  
**12 = 33.33%**  
 Pending Sales  
**10 = 27.78%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**14 = 38.89%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	23	12	-47.83%	172	140	-18.60%
Pending Sales	8	10	25.00%	68	69	1.47%
New Listings	18	9	-50.00%	215	143	-33.49%
Average List Price	1,365	1,379	1.04%	1,337	1,379	3.16%
Average Sale Price	1,363	1,365	0.18%	1,334	1,373	2.94%
Average Percent of Selling Price to List Price	99.79%	99.02%	-0.78%	99.76%	99.57%	-0.19%
Average Days on Market to Sale	32.87	27.75	-15.58%	34.83	33.79	-2.99%
Monthly Inventory	32	14	-56.25%	32	14	-56.25%
Months Supply of Inventory	2.06	1.12	-45.75%	2.06	1.12	-45.75%

**Absorption:** Last 12 months, an Average of **13** Sales/Month

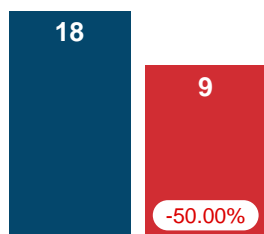
**Inventory** on November 30, 2020 = **14**

**2019** **2020**

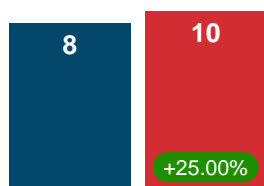
### NOVEMBER MARKET

### AVERAGE PRICES

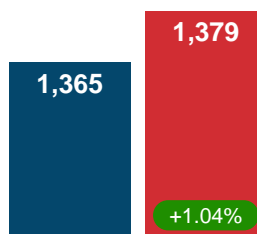
#### New Listings



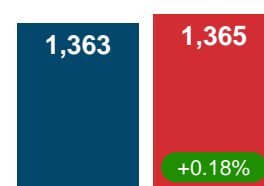
#### Pending Listings



#### List Price



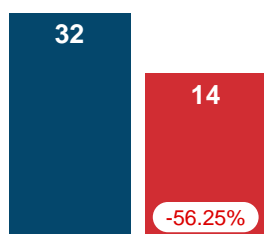
#### Sale Price



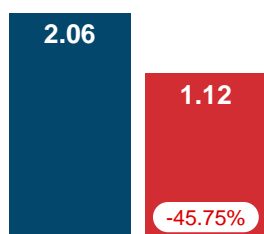
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

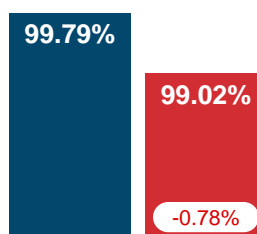
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

