

November 2020



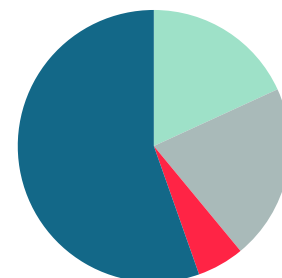
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|---------|
| | 2019 | 2020 | +/-% |
| Closed Listings | 1,336 | 1,363 | 2.02% |
| Pending Listings | 1,153 | 1,565 | 35.73% |
| New Listings | 1,650 | 1,682 | 1.94% |
| Average List Price | 190,709 | 240,471 | 26.09% |
| Average Sale Price | 185,224 | 235,939 | 27.38% |
| Average Percent of Selling Price to List Price | 97.53% | 98.26% | 0.75% |
| Average Days on Market to Sale | 40.02 | 27.26 | -31.90% |
| End of Month Inventory | 6,928 | 4,158 | -39.98% |
| Months Supply of Inventory | 4.75 | 2.85 | -40.00% |



■ Closed (18.16%)
■ Pending (20.85%)
■ Other OffMarket (5.60%)
■ Active (55.40%)

Absorption: Last 12 months, an Average of **1,460** Sales/Month
Active Inventory as of November 30, 2020 = **4,158**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **39.98%** to 4,158 existing homes available for sale. Over the last 12 months this area has had an average of 1,460 closed sales per month. This represents an unsold inventory index of **2.85** 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 **27.38%** in November 2020 to \$235,939 versus the previous year at \$185,224.

Average Days on Market Shortens

The average number of **27.26** days that homes spent on the market before selling decreased by 12.77 days or **31.90%** in November 2020 compared to last year's same month at **40.02** 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 1,682 New Listings in November 2020, up **1.94%** from last year at 1,650. Furthermore, there were 1,363 Closed Listings this month versus last year at 1,336, a **2.02%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, November 2019, at **81.0%**, a **0.08%** 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

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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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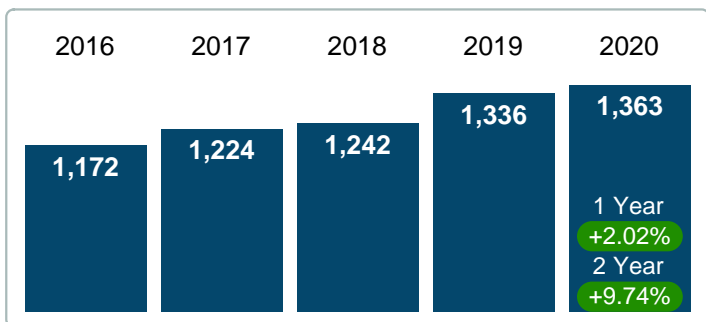
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



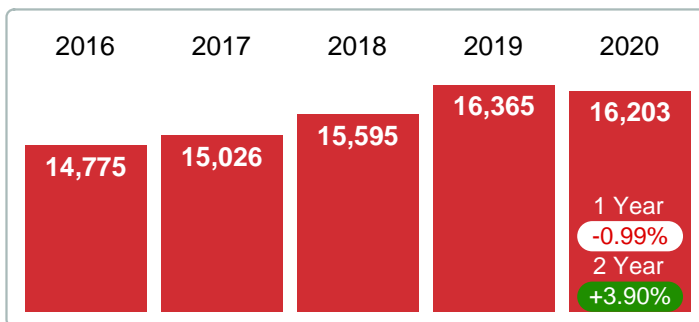
CLOSED LISTINGS

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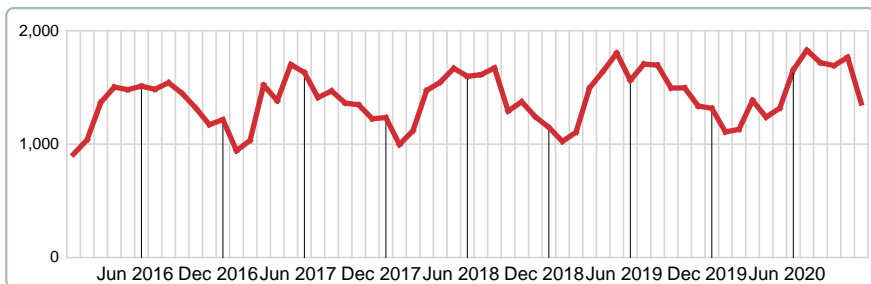
NOVEMBER



YEAR TO DATE (YTD)

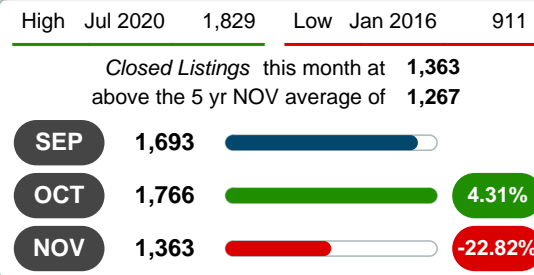


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,267



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 129 | 9.46% | 39.7 | 87 | 35 | 6 | 1 |
| \$75,001 - \$125,000 | 150 | 11.01% | 26.8 | 52 | 85 | 11 | 2 |
| \$125,001 - \$150,000 | 132 | 9.68% | 15.5 | 20 | 103 | 8 | 1 |
| \$150,001 - \$225,000 | 416 | 30.52% | 16.6 | 40 | 282 | 88 | 6 |
| \$225,001 - \$300,000 | 240 | 17.61% | 25.8 | 18 | 106 | 104 | 12 |
| \$300,001 - \$400,000 | 158 | 11.59% | 40.1 | 7 | 47 | 90 | 14 |
| \$400,001 and up | 138 | 10.12% | 47.6 | 8 | 27 | 71 | 32 |
| Total Closed Units | 1,363 | | | 232 | 685 | 378 | 68 |
| Total Closed Volume | 321,585,034 | 100% | 27.3 | 30.62M | 137.62M | 120.50M | 32.84M |
| Average Closed Price | \$235,939 | | | \$131,994 | \$200,900 | \$318,787 | \$483,007 |

November 2020



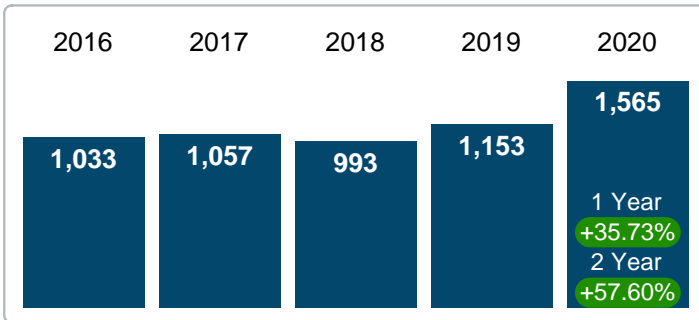
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



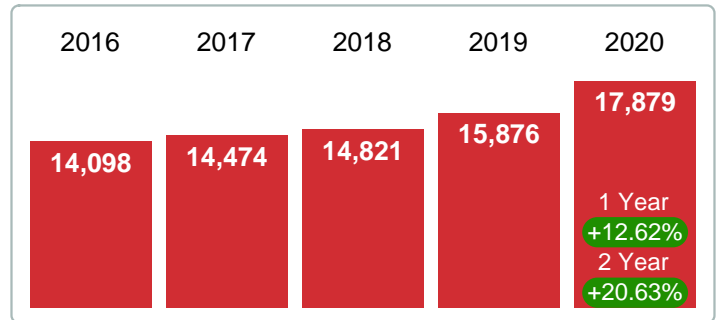
PENDING LISTINGS

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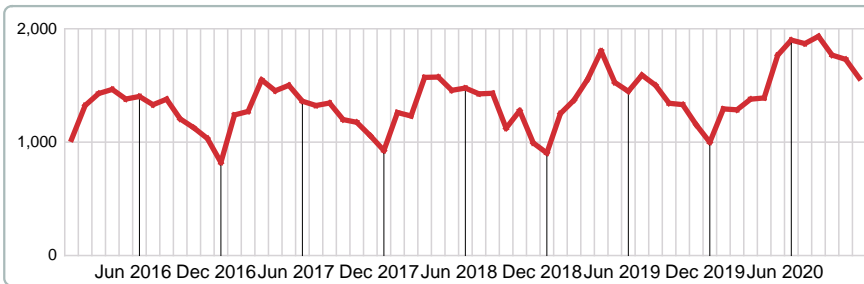
NOVEMBER



YEAR TO DATE (YTD)

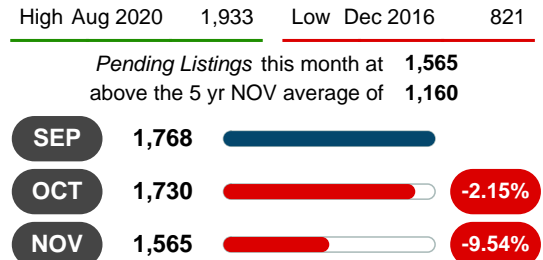


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,160



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 157 | 10.03% | 35.2 | 81 | 64 | 11 | 1 |
| \$50,001 - \$100,000 | 151 | 9.65% | 37.5 | 72 | 71 | 8 | 0 |
| \$100,001 - \$150,000 | 234 | 14.95% | 27.0 | 39 | 175 | 17 | 3 |
| \$150,001 - \$225,000 | 441 | 28.18% | 24.5 | 37 | 316 | 82 | 6 |
| \$225,001 - \$275,000 | 172 | 10.99% | 31.2 | 4 | 82 | 79 | 7 |
| \$275,001 - \$375,000 | 226 | 14.44% | 46.5 | 16 | 74 | 116 | 20 |
| \$375,001 and up | 184 | 11.76% | 54.0 | 15 | 36 | 92 | 41 |
| Total Pending Units | 1,565 | | | 264 | 818 | 405 | 78 |
| Total Pending Volume | 345,617,246 | 100% | 28.8 | 37.47M | 149.95M | 124.58M | 33.62M |
| Average Listing Price | \$238,123 | | | \$141,926 | \$183,313 | \$307,610 | \$430,987 |

November 2020



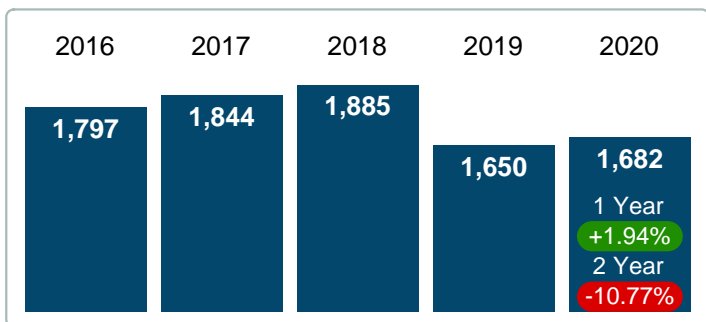
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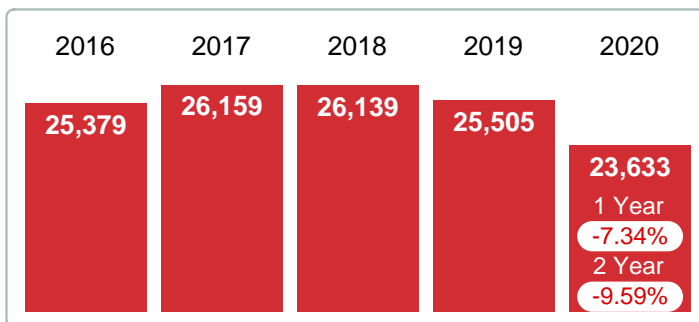
NEW LISTINGS

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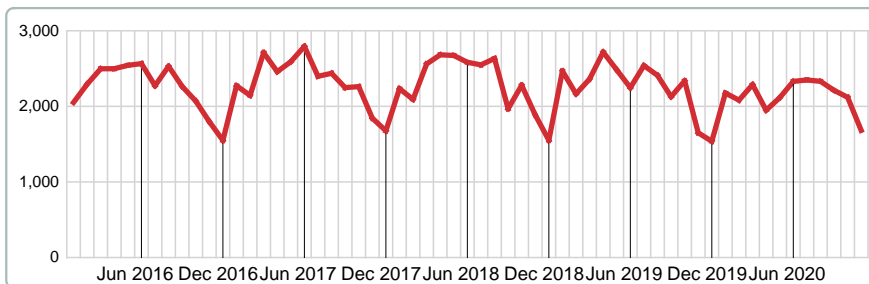
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

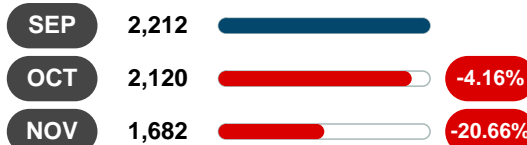


3 MONTHS

5 year NOV AVG = 1,772

High Jun 2017 2,793 Low Dec 2019 1,538

New Listings this month at **1,682**
below the 5 yr NOV average of **1,772**



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 | 139 | 8.26% | 42 | 76 | 19 | 2 |
| \$25,001 - \$75,000 | 178 | 10.58% | 137 | 36 | 5 | 0 |
| \$75,001 - \$125,000 | 187 | 11.12% | 79 | 93 | 13 | 2 |
| \$125,001 - \$200,000 | 462 | 27.47% | 94 | 301 | 65 | 2 |
| \$200,001 - \$300,000 | 322 | 19.14% | 39 | 156 | 119 | 8 |
| \$300,001 - \$425,000 | 206 | 12.25% | 15 | 73 | 101 | 17 |
| \$425,001 and up | 188 | 11.18% | 41 | 35 | 70 | 42 |
| Total New Listed Units | 1,682 | | 447 | 770 | 392 | 73 |
| Total New Listed Volume | 422,501,089 | 100% | 94.50M | 148.78M | 125.84M | 53.38M |
| Average New Listed Listing Price | \$252,518 | | \$211,406 | \$193,224 | \$321,028 | \$731,199 |

November 2020



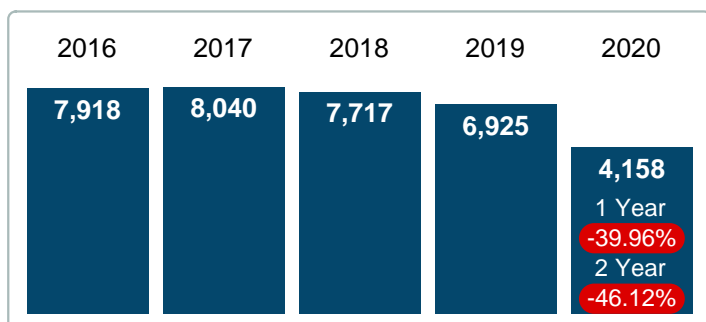
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



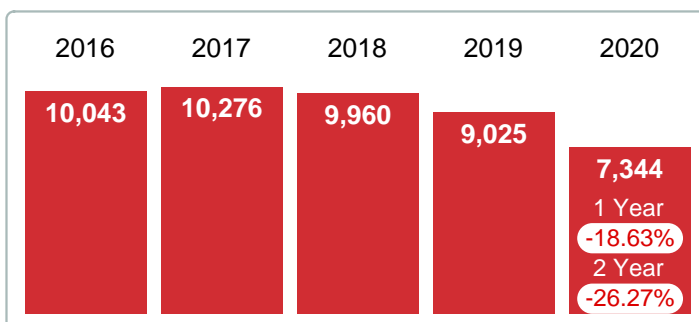
ACTIVE INVENTORY

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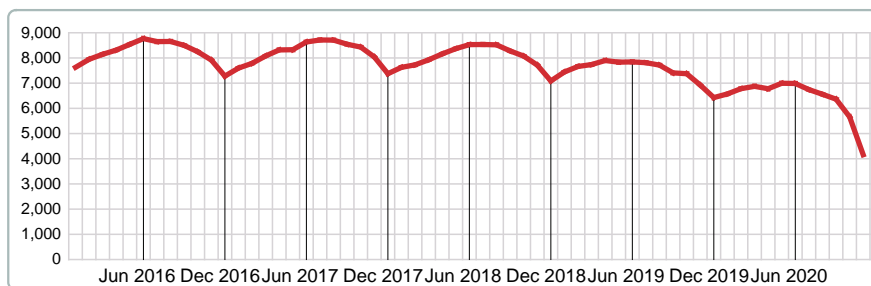
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

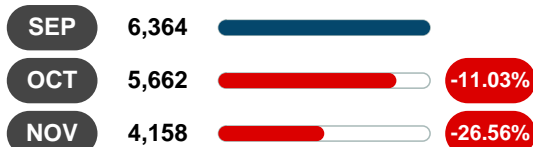


3 MONTHS

5 year NOV AVG = 6,952

High Jun 2016 8,767 Low Nov 2020 4,158

Inventory this month at **4,158**
below the 5 yr NOV average of **6,952**



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-\$25,000 | 797 | 19.17% | 139.2 | 310 | 382 | 91 | 14 | |
| \$25,001-\$100,000 | 746 | 17.94% | 96.5 | 557 | 152 | 34 | 3 | |
| \$100,001-\$250,000 | 994 | 23.91% | 73.2 | 419 | 413 | 150 | 12 | |
| \$250,001-\$400,000 | 688 | 16.55% | 80.9 | 158 | 209 | 269 | 52 | |
| \$400,001-\$725,000 | 509 | 12.24% | 96.6 | 149 | 86 | 189 | 85 | |
| \$725,001 and up | 424 | 10.20% | 120.2 | 230 | 27 | 71 | 96 | |
| Total Active Inventory by Units | | | | 4,158 | 1,823 | 1,269 | 804 | 262 |
| Total Active Inventory by Volume | | | | 1,386,389,909 | 627.07M | 226.73M | 311.02M | 221.57M |
| Average Active Inventory Listing Price | | | | \$333,427 | \$343,976 | \$178,665 | \$386,845 | \$845,695 |

November 2020



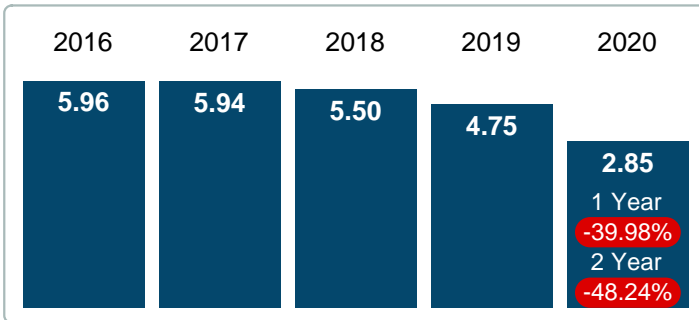
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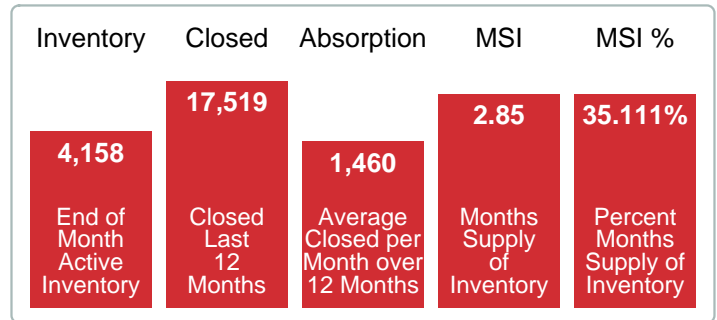
MONTHS SUPPLY of INVENTORY (MSI)

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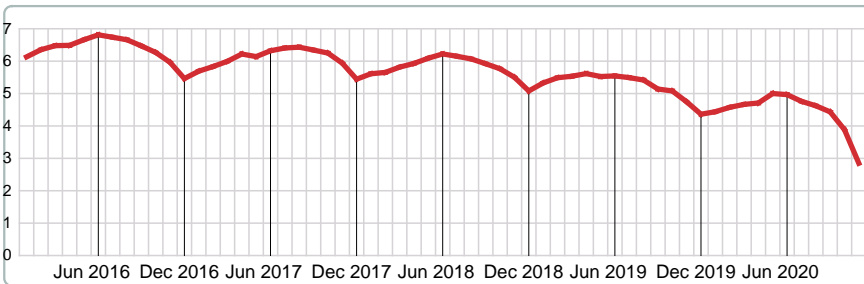
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

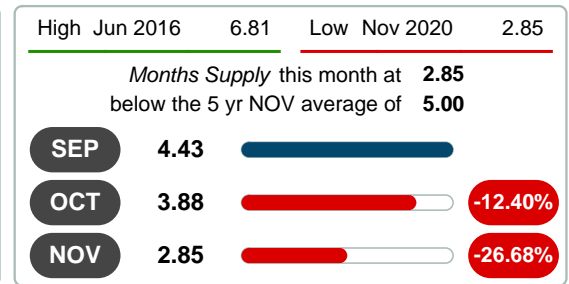


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.00



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 | 797 | 19.17% | 10.83 | 8.88 | 12.19 | 13.00 | 42.00 |
| \$25,001-\$100,000 | 746 | 17.94% | 3.65 | 5.14 | 1.81 | 3.09 | 2.40 |
| \$100,001-\$250,000 | 994 | 23.91% | 1.31 | 5.28 | 0.83 | 0.88 | 1.01 |
| \$250,001-\$400,000 | 688 | 16.55% | 2.34 | 11.02 | 2.07 | 1.76 | 2.04 |
| \$400,001-\$725,000 | 509 | 12.24% | 4.78 | 27.09 | 4.43 | 3.27 | 3.57 |
| \$725,001 and up | 424 | 10.20% | 21.11 | 92.00 | 14.73 | 8.19 | 13.55 |
| Market Supply of Inventory (MSI) | | | 2.85 | 7.44 | 1.72 | 1.97 | 3.75 |
| Total Active Inventory by Units | | 100% | 2.85 | 1,823 | 1,269 | 804 | 262 |

November 2020



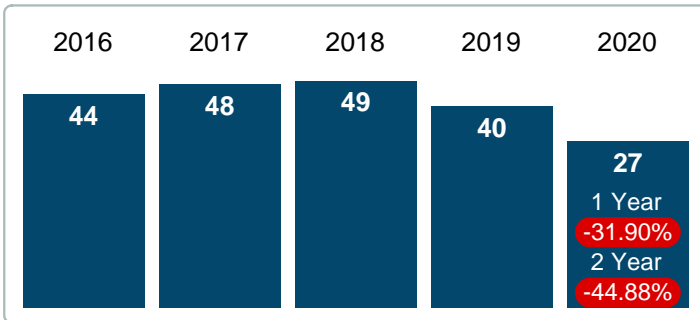
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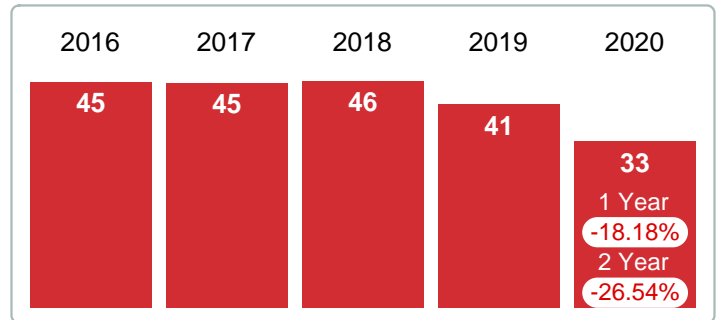
AVERAGE DAYS ON MARKET TO SALE

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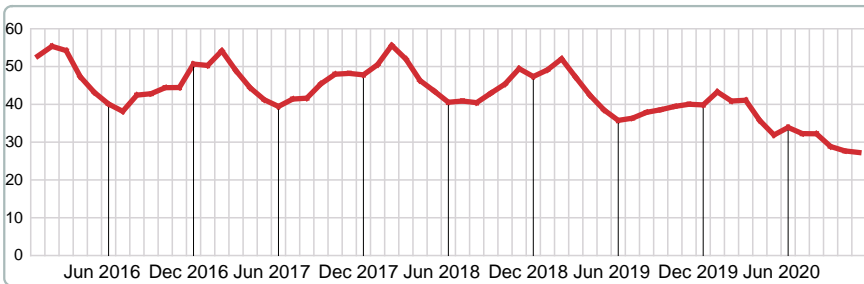
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

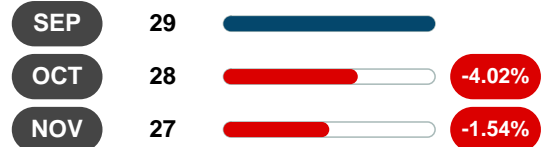


3 MONTHS

5 year NOV AVG = 42

High Feb 2018 56 Low Nov 2020 27

Average Days on Market to Sale this month at 27 below the 5 yr NOV average of 42



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 |
|---|--------|-------------|----------|---------|---------|---------|
| \$75,000 and less | 9.46% | 40 | 43 | 27 | 62 | 63 |
| \$75,001 - \$125,000 | 11.01% | 27 | 39 | 19 | 29 | 26 |
| \$125,001 - \$150,000 | 9.68% | 15 | 34 | 11 | 21 | 67 |
| \$150,001 - \$225,000 | 30.52% | 17 | 34 | 12 | 23 | 20 |
| \$225,001 - \$300,000 | 17.61% | 26 | 37 | 29 | 20 | 29 |
| \$300,001 - \$400,000 | 11.59% | 40 | 37 | 43 | 37 | 52 |
| \$400,001 and up | 10.12% | 48 | 114 | 41 | 42 | 49 |
| Average Closed DOM | | 27 | 42 | 20 | 30 | 43 |
| Total Closed Units | 100% | 27 | 232 | 685 | 378 | 68 |
| Total Closed Volume | | 321,585,034 | 30.62M | 137.62M | 120.50M | 32.84M |

November 2020



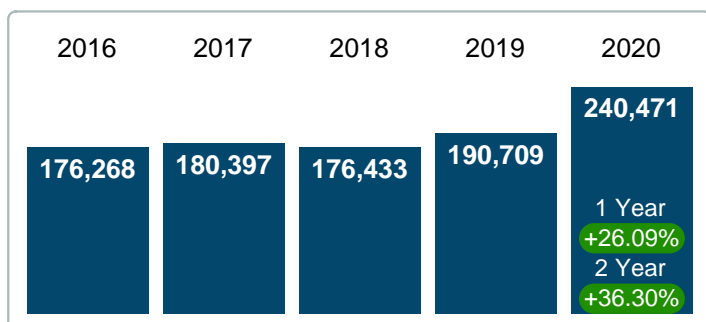
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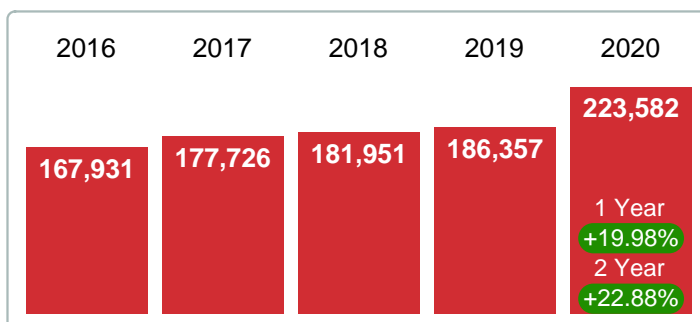
AVERAGE LIST PRICE AT CLOSING

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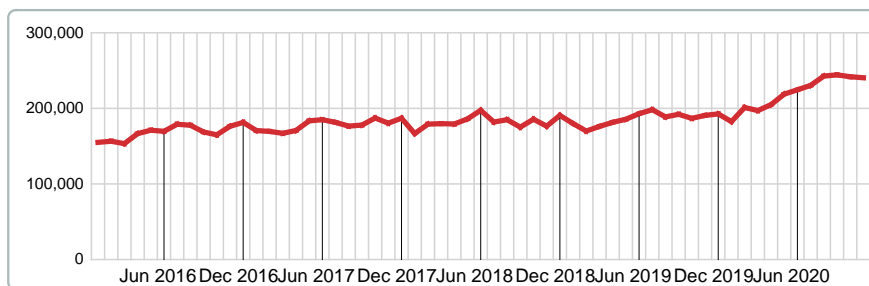
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

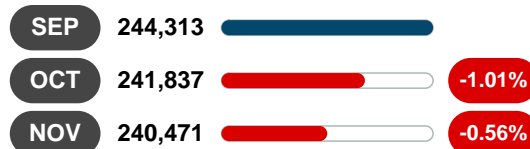


3 MONTHS

5 year NOV AVG = 192,855

High Sep 2020 244,313 Low Mar 2016 153,323

Average List Price at Closing this month at **240,471** above the 5 yr NOV average of **192,855**



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 |
|--|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 8.95% | 48,934 | 46,868 | 59,123 | 67,915 | 55,000 |
| \$75,001 - \$125,000 | 11.59% | 104,072 | 101,314 | 105,962 | 113,245 | 110,000 |
| \$125,001 - \$150,000 | 10.05% | 140,134 | 144,295 | 139,882 | 136,738 | 155,900 |
| \$150,001 - \$225,000 | 29.57% | 189,193 | 194,673 | 185,750 | 198,287 | 190,783 |
| \$225,001 - \$300,000 | 17.68% | 261,972 | 276,396 | 258,796 | 266,364 | 268,492 |
| \$300,001 - \$400,000 | 12.03% | 348,226 | 496,843 | 348,981 | 352,535 | 336,386 |
| \$400,001 and up | 10.12% | 649,717 | 589,565 | 636,101 | 600,051 | 748,813 |
| Average List Price | | 240,471 | 143,053 | 202,736 | 323,360 | 492,190 |
| Total Closed Units | 100% | 240,471 | 232 | 685 | 378 | 68 |
| Total Closed Volume | | 327,761,637 | 33.19M | 138.87M | 122.23M | 33.47M |

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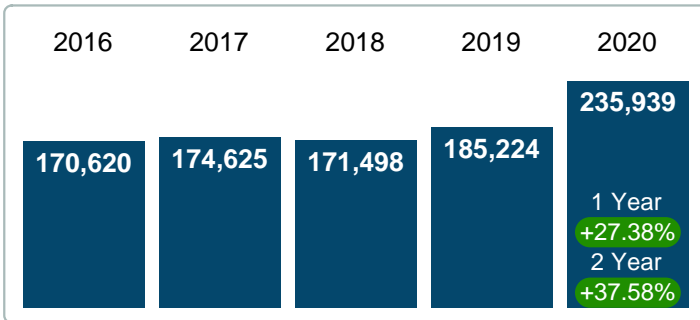
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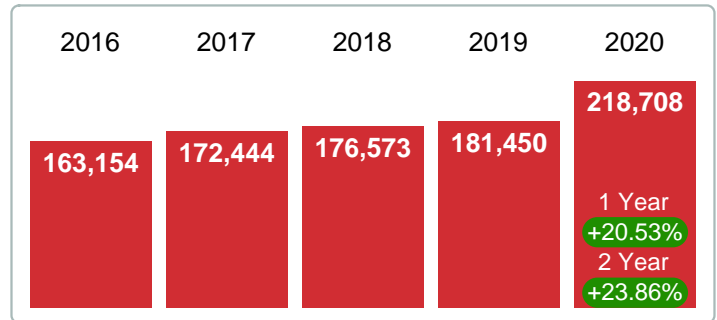
AVERAGE SOLD PRICE AT CLOSING

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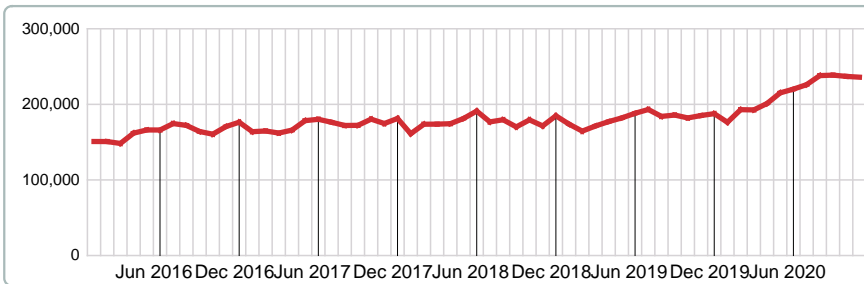
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

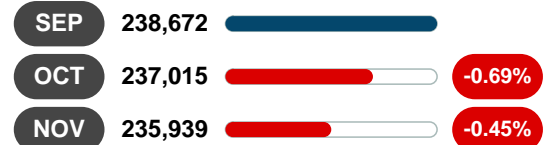


3 MONTHS

5 year NOV AVG = 187,581

High Sep 2020 238,672 Low Mar 2016 148,268

Average Sold Price at Closing this month at **235,939** above the 5 yr NOV average of **187,581**



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 |
|--|--------|--------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 9.46% | 47,400 | 43,914 | 53,716 | 59,833 | 55,000 |
| \$75,001 - \$125,000 | 11.01% | 102,764 | 97,062 | 105,462 | 108,415 | 105,275 |
| \$125,001 - \$150,000 | 9.68% | 138,755 | 136,798 | 139,296 | 135,425 | 148,800 |
| \$150,001 - \$225,000 | 30.52% | 187,427 | 186,652 | 184,913 | 195,649 | 190,150 |
| \$225,001 - \$300,000 | 17.61% | 261,145 | 265,385 | 256,618 | 264,620 | 264,658 |
| \$300,001 - \$400,000 | 11.59% | 346,045 | 327,281 | 345,639 | 349,606 | 333,893 |
| \$400,001 and up | 10.12% | 626,238 | 560,625 | 623,427 | 586,824 | 732,463 |
| Average Sold Price | | 235,939 | 131,994 | 200,900 | 318,787 | 483,007 |
| Total Closed Units | 100% | 235,939 | 232 | 685 | 378 | 68 |
| Total Closed Volume | | 321,585,034 | 30.62M | 137.62M | 120.50M | 32.84M |

November 2020



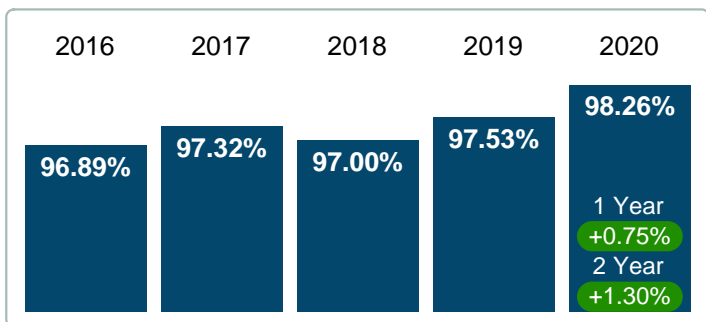
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



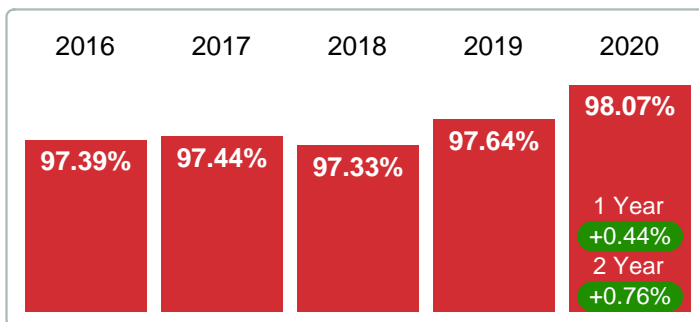
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

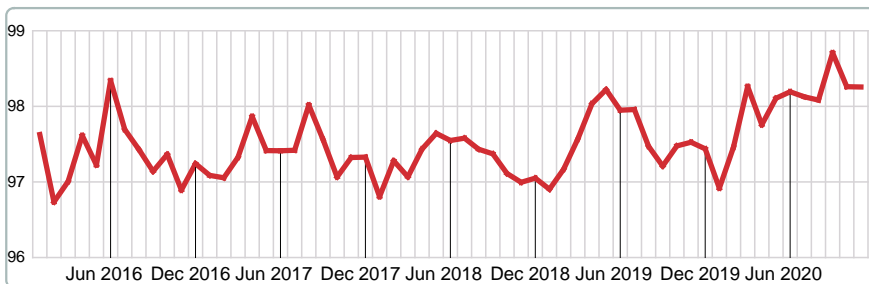
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

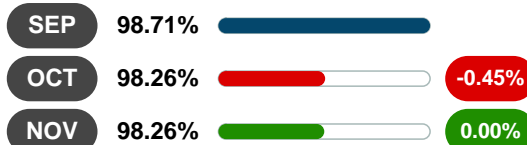


3 MONTHS

5 year NOV AVG = 97.40%

High Sep 2020 98.71% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **98.26%** above the 5 yr NOV average of **97.40%**



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 |
|--|-----|-------------|---------|----------|---------|---------|---------|
| \$75,000 and less | 129 | 9.46% | 90.67% | 90.17% | 92.11% | 87.97% | 100.00% |
| \$75,001 - \$125,000 | 150 | 11.01% | 99.22% | 96.54% | 101.36% | 95.92% | 95.70% |
| \$125,001 - \$150,000 | 132 | 9.68% | 99.11% | 96.00% | 99.73% | 99.30% | 95.45% |
| \$150,001 - \$225,000 | 416 | 30.52% | 99.21% | 96.70% | 99.68% | 98.79% | 99.79% |
| \$225,001 - \$300,000 | 240 | 17.61% | 99.13% | 96.20% | 99.40% | 99.43% | 98.55% |
| \$300,001 - \$400,000 | 158 | 11.59% | 98.72% | 87.83% | 99.10% | 99.26% | 99.33% |
| \$400,001 and up | 138 | 10.12% | 98.57% | 96.35% | 99.21% | 98.68% | 98.34% |
| Average Sold/List Ratio | | 98.30% | | 93.84% | 99.41% | 98.81% | 98.61% |
| Total Closed Units | | 1,363 | 100% | 232 | 685 | 378 | 68 |
| Total Closed Volume | | 321,585,034 | | 30.62M | 137.62M | 120.50M | 32.84M |

November 2020



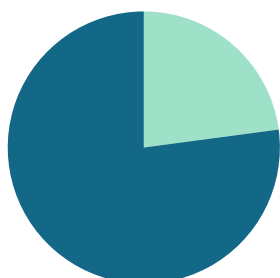
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

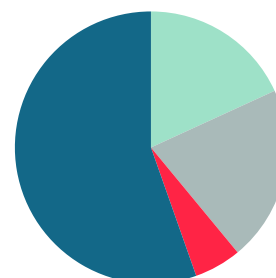


Inventory
 New Listings
1,682 = 22.89%
 Start Inventory
5,665
 Total Inventory Units
7,347
 Volume
\$2,177,450,877

Market Activity

Closed Sales
1,363 = 18.16%
 Pending Sales
1,565 = 20.85%
 Other Off Market
420 = 5.60%
 Active Inventory
4,158 = 55.40%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 1,336 | 1,363 | 2.02% | 16,365 | 16,203 | -0.99% |
| Pending Sales | 1,153 | 1,565 | 35.73% | 15,876 | 17,879 | 12.62% |
| New Listings | 1,650 | 1,682 | 1.94% | 25,505 | 23,633 | -7.34% |
| Average List Price | 190,709 | 240,471 | 26.09% | 186,357 | 223,582 | 19.98% |
| Average Sale Price | 185,224 | 235,939 | 27.38% | 181,450 | 218,708 | 20.53% |
| Average Percent of Selling Price to List Price | 97.53% | 98.26% | 0.75% | 97.64% | 98.07% | 0.44% |
| Average Days on Market to Sale | 40.02 | 27.26 | -31.90% | 40.93 | 33.49 | -18.18% |
| Monthly Inventory | 6,928 | 4,158 | -39.98% | 6,928 | 4,158 | -39.98% |
| Months Supply of Inventory | 4.75 | 2.85 | -40.00% | 4.75 | 2.85 | -40.00% |

Absorption: Last 12 months, an Average of **1,460** Sales/Month

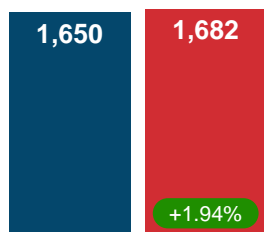
Inventory on November 30, 2020 = **4,158**

2019 **2020**

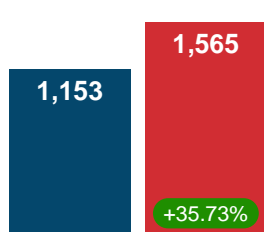
NOVEMBER MARKET

AVERAGE PRICES

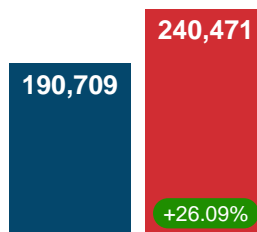
New Listings



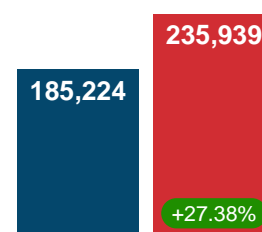
Pending Listings



List Price



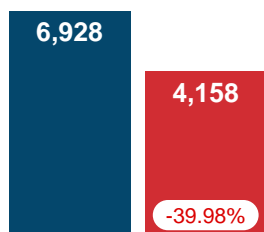
Sale Price



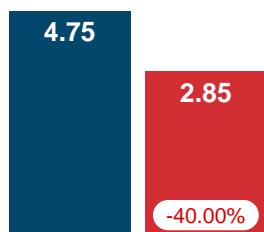
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

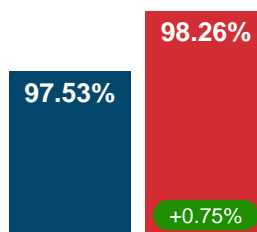
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

