



November 2020

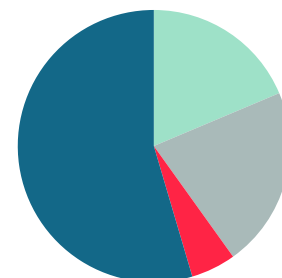
Area Delimited by County Of Tulsa



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%
Average List Price	193,198	253,357	31.14%
Average Sale Price	187,414	248,392	32.54%
Average Percent of Selling Price to List Price	97.46%	98.37%	0.93%
Average Days on Market to Sale	37.94	24.25	-36.09%
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.

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 **32.54%** in November 2020 to \$248,392 versus the previous year at \$187,414.

Average Days on Market Shortens

The average number of **24.25** days that homes spent on the market before selling decreased by 13.69 days or **36.09%** in November 2020 compared to last year's same month at **37.94** 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 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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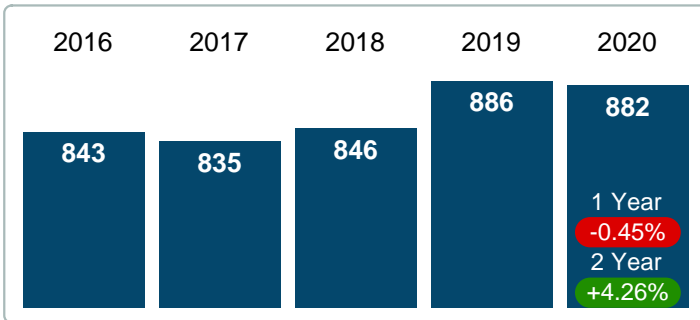
Area Delimited by County Of Tulsa



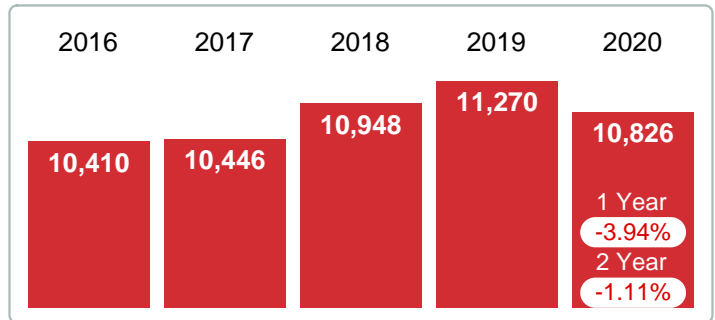
CLOSED LISTINGS

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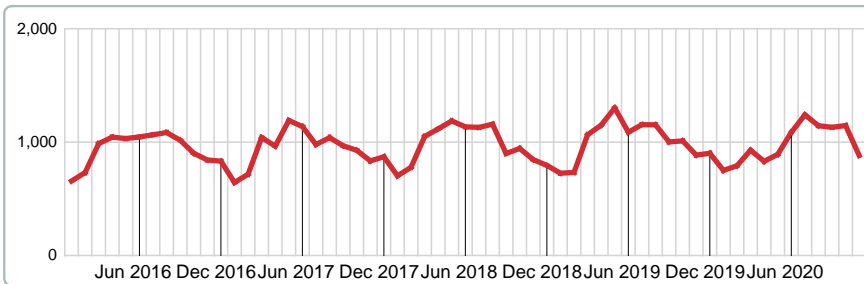
NOVEMBER



YEAR TO DATE (YTD)

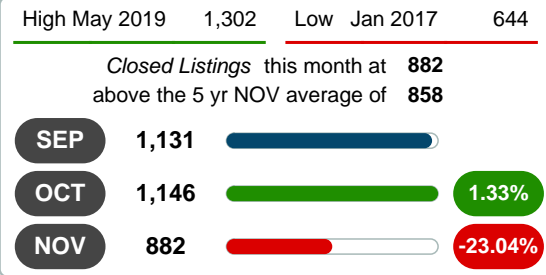


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 858



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	60	6.80%	32.2	38	19	3	0
\$75,001 - \$125,000	90	10.20%	13.2	26	56	7	1
\$125,001 - \$175,000	181	20.52%	12.0	24	137	18	2
\$175,001 - \$225,000	185	20.98%	14.8	17	114	50	4
\$225,001 - \$300,000	160	18.14%	28.0	14	59	76	11
\$300,001 - \$400,000	112	12.70%	40.0	6	31	66	9
\$400,001 and up	94	10.66%	46.8	4	15	51	24
Total Closed Units	882			129	431	271	51
Total Closed Volume	219,081,628	100%	24.2	19.08M	85.97M	88.29M	25.75M
Average Closed Price	\$248,392			\$147,885	\$199,466	\$325,791	\$504,806



November 2020

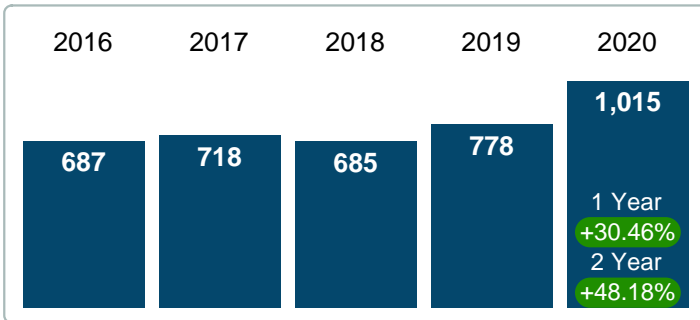
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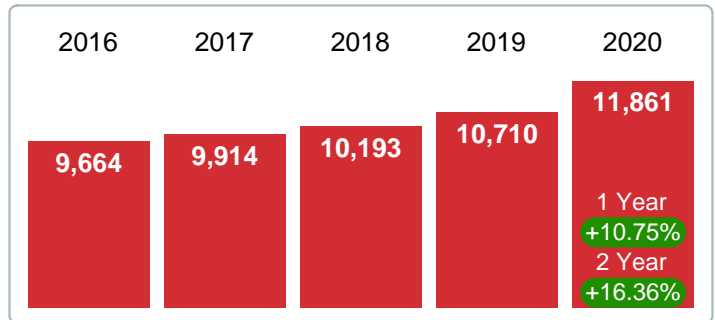
PENDING LISTINGS

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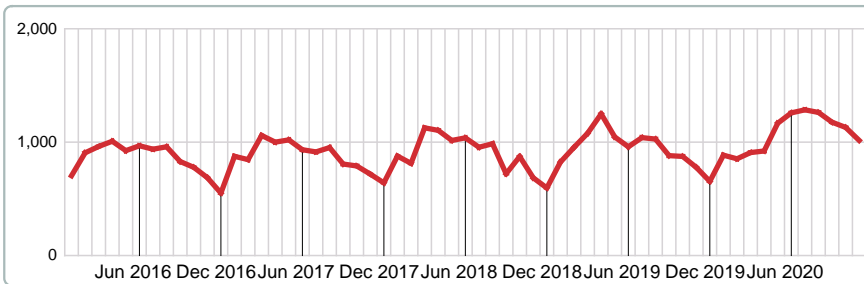
NOVEMBER



YEAR TO DATE (YTD)

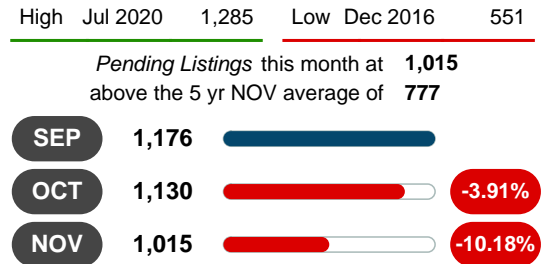


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 777



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	92	9.06%	26.9	33	52	7	0
\$50,001 - \$125,000	137	13.50%	27.0	53	76	7	1
\$125,001 - \$150,000	102	10.05%	24.1	13	82	6	1
\$150,001 - \$225,000	280	27.59%	24.5	23	199	55	3
\$225,001 - \$300,000	178	17.54%	40.0	8	68	92	10
\$300,001 - \$375,000	113	11.13%	47.5	4	32	63	14
\$375,001 and up	113	11.13%	48.3	7	18	62	26
Total Pending Units	1,015			141	527	292	55
Total Pending Volume	230,490,094	100%	23.3	22.13M	93.09M	90.96M	24.32M
Average Listing Price	\$242,248			\$156,921	\$176,648	\$311,490	\$442,106



November 2020

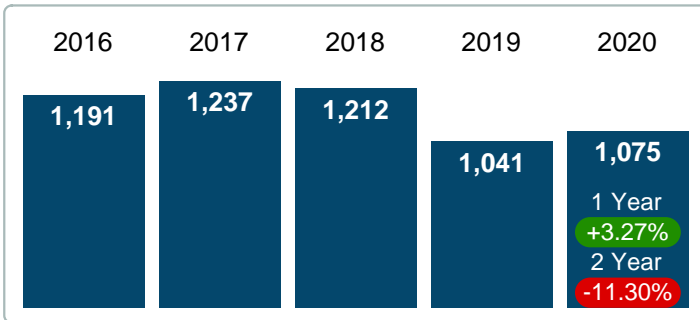
Area Delimited by County Of Tulsa



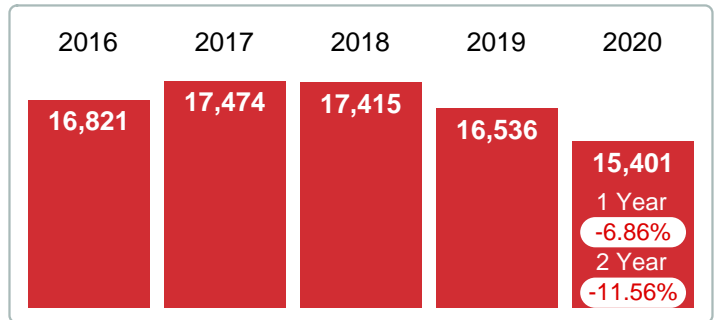
NEW LISTINGS

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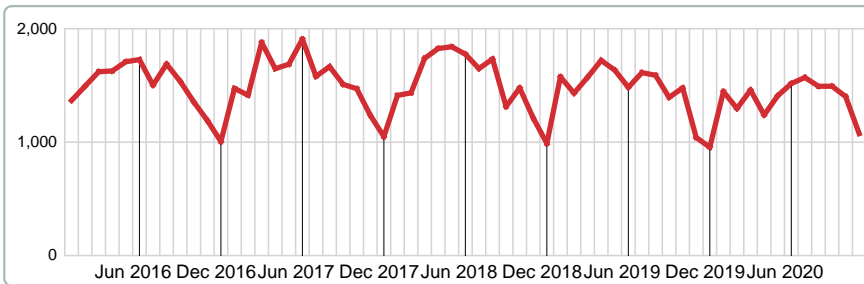
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

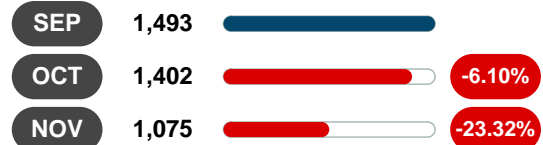


3 MONTHS

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
Average New Listed Listing Price	\$238,152		\$254,051	\$186,567	\$330,039	\$800,234



November 2020

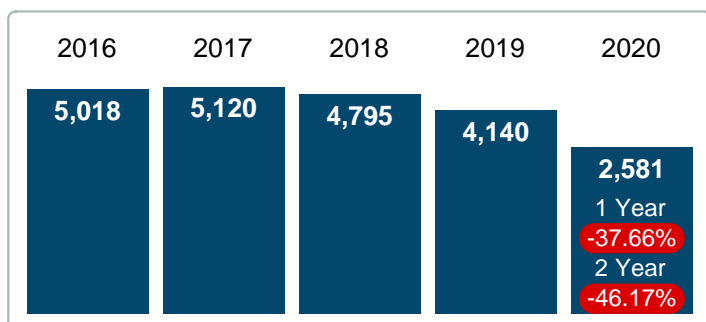
Area Delimited by County Of Tulsa



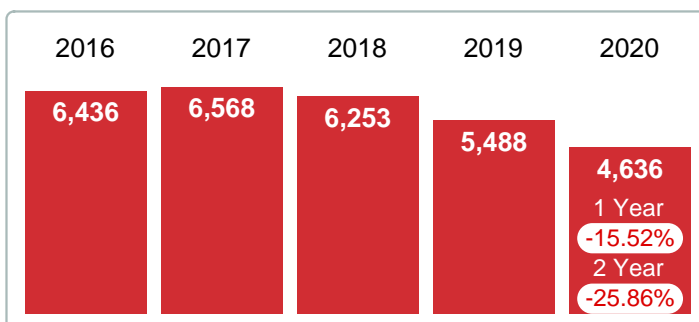
ACTIVE INVENTORY

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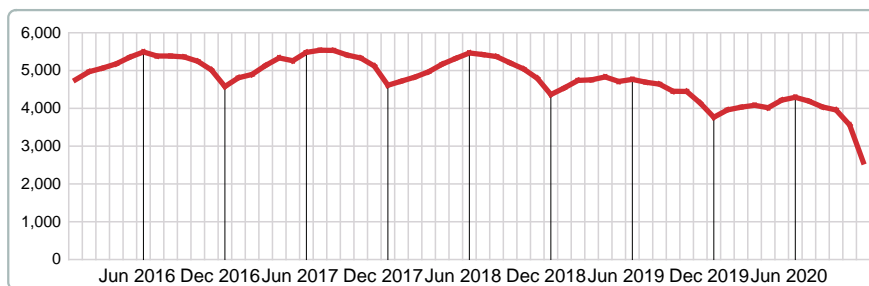
END OF NOVEMBER



ACTIVE DURING NOVEMBER

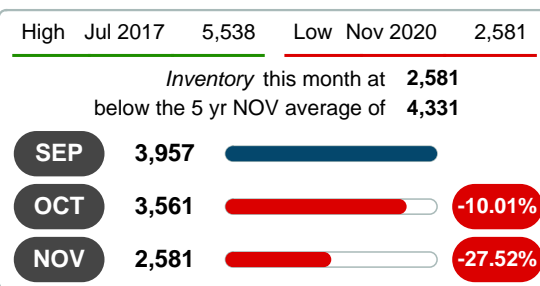


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4,331



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	586	22.70%	144.0	169	326	78	13
\$25,001-\$125,000	365	14.14%	86.5	238	105	21	1
\$125,001-\$300,000	655	25.38%	70.2	208	272	159	16
\$300,001-\$425,000	351	13.60%	87.3	71	89	160	31
\$425,001-\$850,000	366	14.18%	93.1	108	46	132	80
\$850,001 and up	258	10.00%	119.7	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
Average Active Inventory Listing Price			\$381,968	\$464,385	\$164,501	\$391,492	\$901,386



November 2020

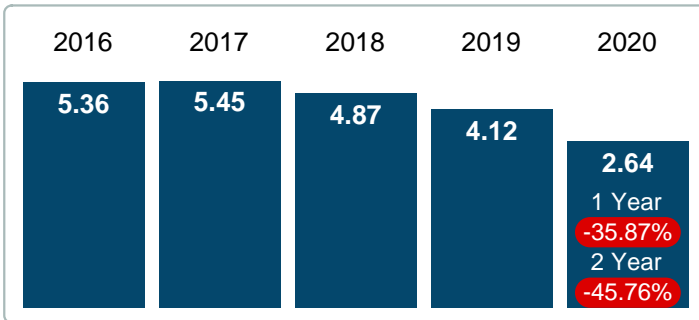
Area Delimited by County Of Tulsa



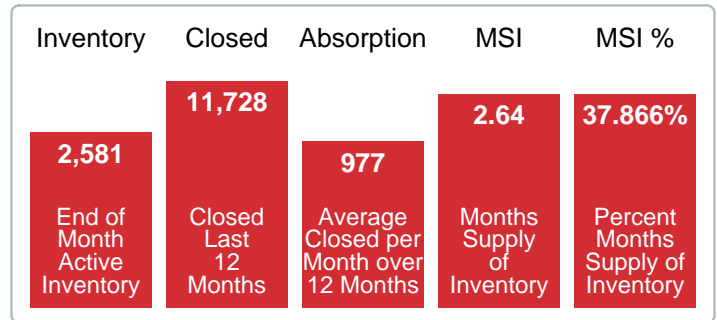
MONTHS SUPPLY of INVENTORY (MSI)

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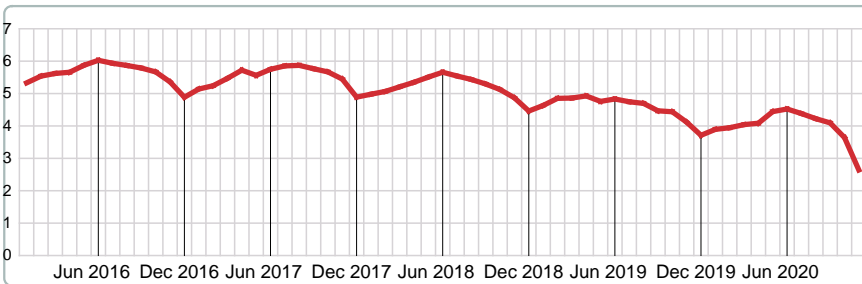
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

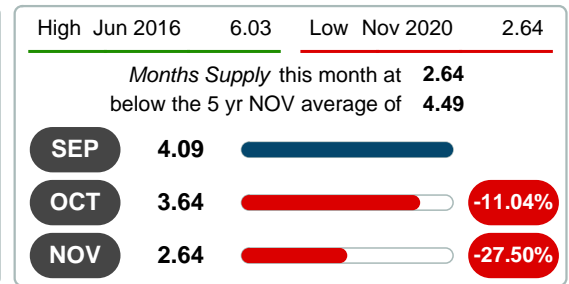


5 YEAR MARKET ACTIVITY TRENDS



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

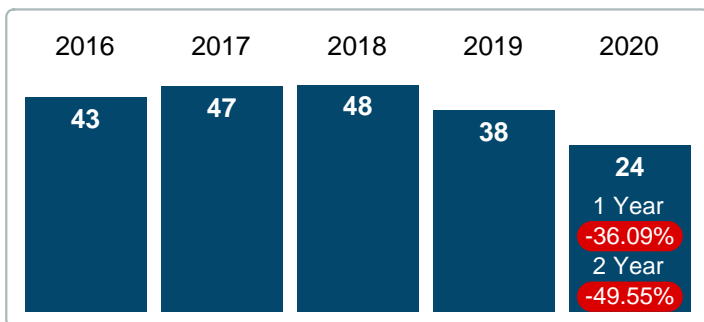
Area Delimited by County Of Tulsa



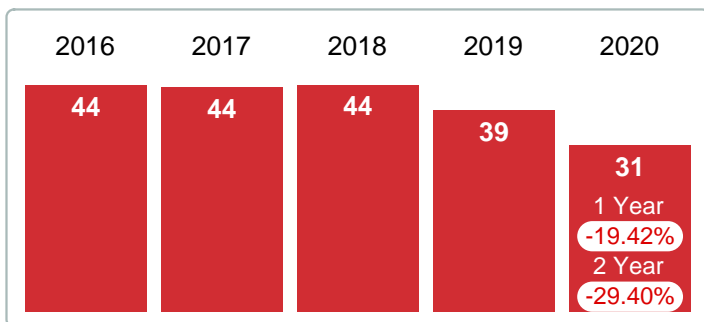
AVERAGE DAYS ON MARKET TO SALE

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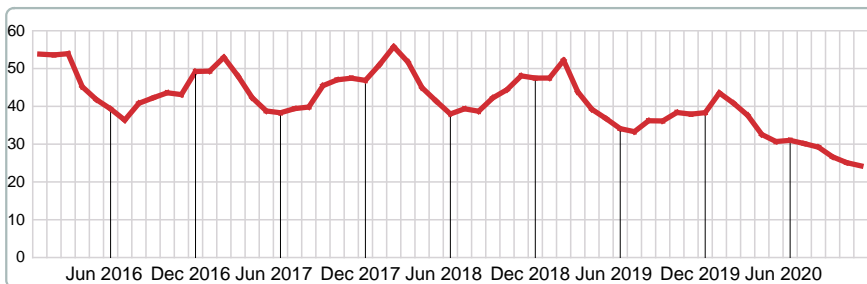
NOVEMBER



YEAR TO DATE (YTD)

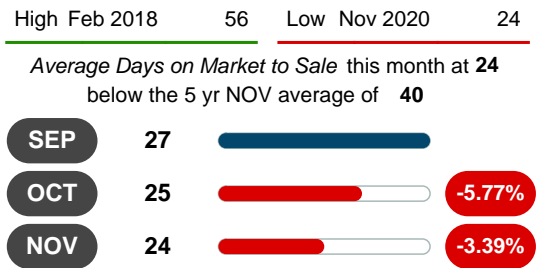


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



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	6.80%	32	34	18	97	0
\$75,001 - \$125,000	10.20%	13	19	10	23	4
\$125,001 - \$175,000	20.52%	12	28	9	12	41
\$175,001 - \$225,000	20.98%	15	16	12	20	18
\$225,001 - \$300,000	18.14%	28	40	34	21	29
\$300,001 - \$400,000	12.70%	40	38	43	38	48
\$400,001 and up	10.66%	47	148	46	36	53
Average Closed DOM		24	32	17	28	43
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

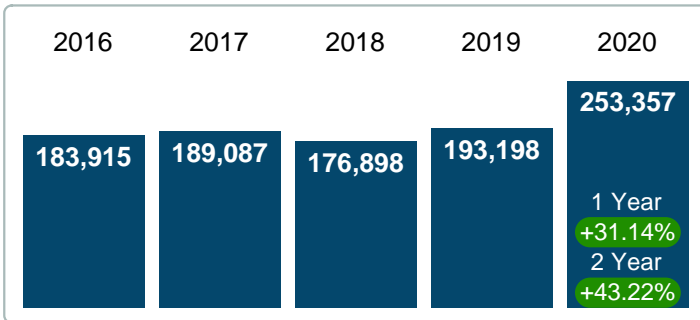
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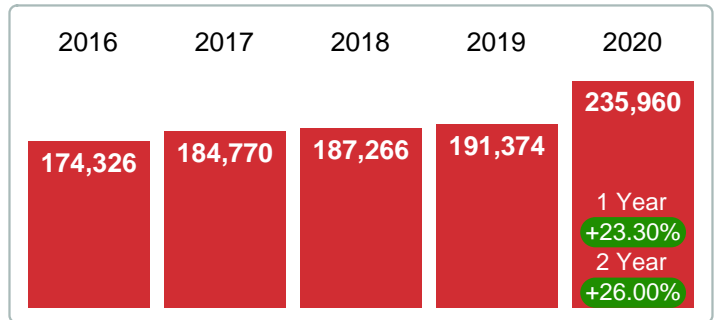
AVERAGE LIST PRICE AT CLOSING

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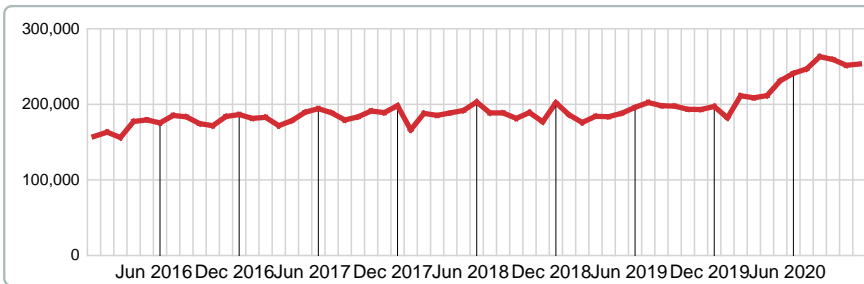
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

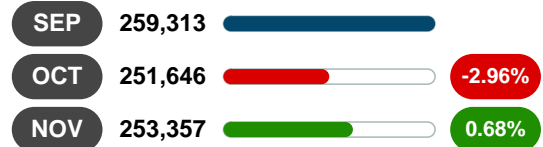


3 MONTHS

5 year NOV AVG = 199,291

High Aug 2020 263,062 Low Mar 2016 156,117

Average List Price at Closing this month at **253,357**
above the 5 yr NOV average of **199,291**



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	6.58%	52,152	49,368	59,089	65,997	0
\$75,001 - \$125,000	10.88%	105,261	99,554	105,939	118,029	110,000
\$125,001 - \$175,000	19.50%	152,595	159,375	151,824	158,975	156,900
\$175,001 - \$225,000	20.63%	200,374	209,618	199,355	204,767	192,950
\$225,001 - \$300,000	18.93%	261,180	268,617	256,884	266,565	265,636
\$300,001 - \$400,000	12.81%	348,702	513,150	350,606	350,328	341,378
\$400,001 and up	10.66%	687,198	544,975	671,856	631,561	791,672
Average List Price		253,357	161,801	201,124	331,049	513,532
Total Closed Units	100%	253,357	129	431	271	51
Total Closed Volume		223,461,272	20.87M	86.68M	89.71M	26.19M



November 2020

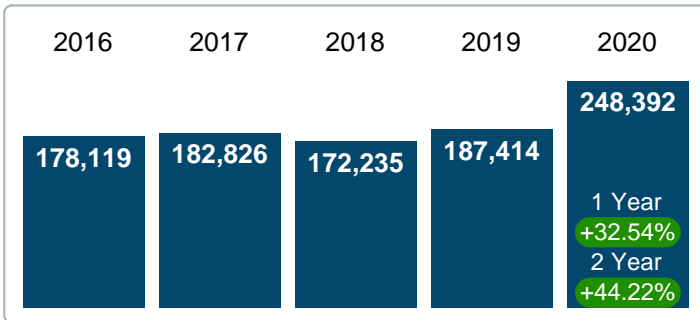
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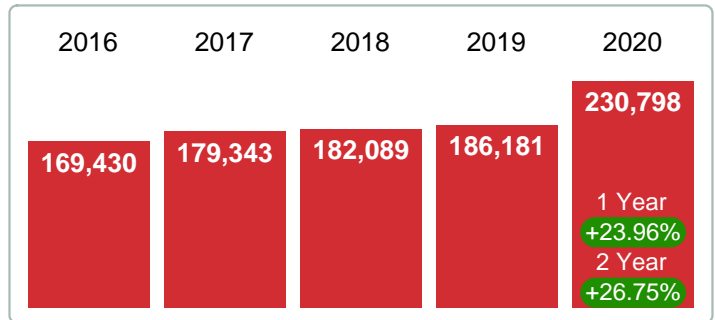
AVERAGE SOLD PRICE AT CLOSING

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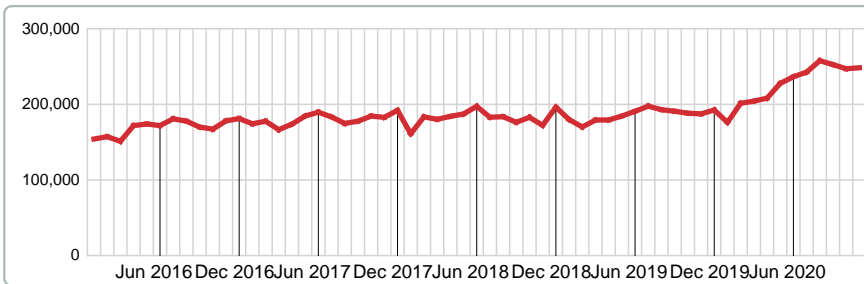
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

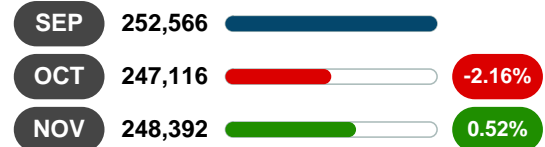


3 MONTHS

5 year NOV AVG = 193,797

High Aug 2020 257,740 Low Mar 2016 151,121

Average Sold Price at Closing this month at **248,392** above the 5 yr NOV average of **193,797**



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	6.80%	49,980	45,843	56,461	61,333	0
\$75,001 - \$125,000	10.20%	103,072	97,577	104,727	109,894	105,550
\$125,001 - \$175,000	20.52%	152,300	153,948	151,284	157,489	155,400
\$175,001 - \$225,000	20.98%	200,057	204,824	199,080	201,389	190,975
\$225,001 - \$300,000	18.14%	260,388	260,745	254,705	264,579	261,455
\$300,001 - \$400,000	12.70%	345,223	315,995	347,197	348,082	336,944
\$400,001 and up	10.66%	658,538	518,750	654,710	614,717	777,349
Average Sold Price		248,392	147,885	199,466	325,791	504,806
Total Closed Units	100%	248,392	129	431	271	51
Total Closed Volume		219,081,628	19.08M	85.97M	88.29M	25.75M



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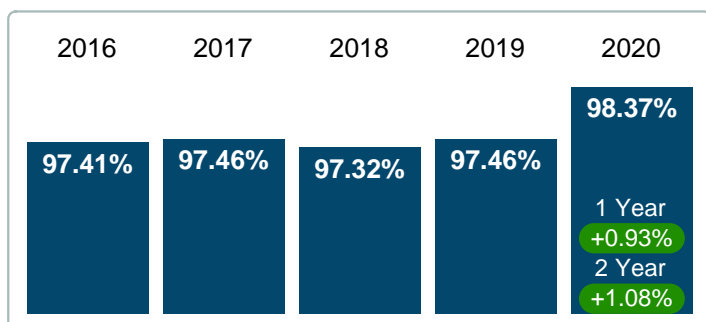
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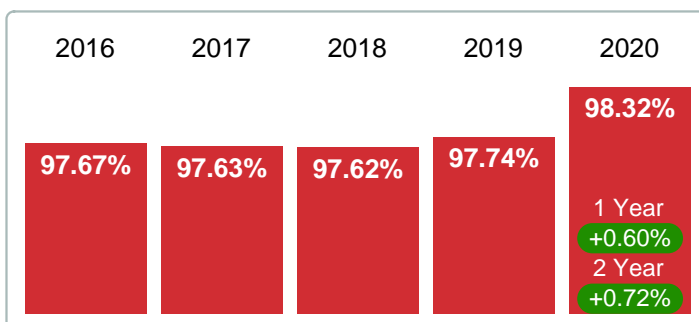
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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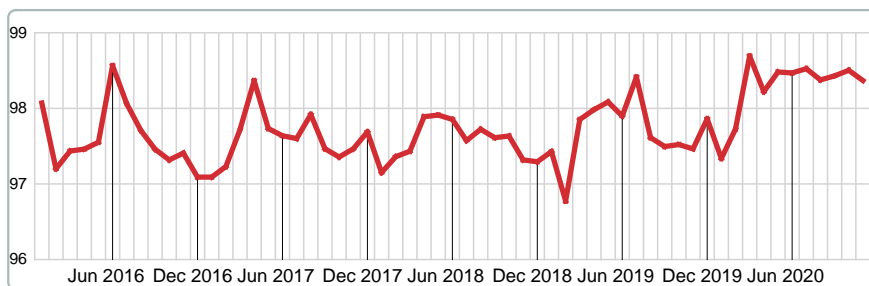
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

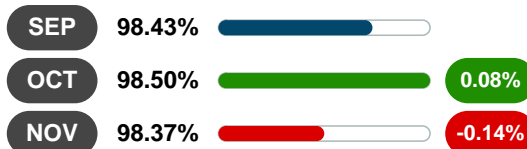


3 MONTHS

5 year NOV AVG = 97.60%

High Mar 2020 98.69% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.37%**
equal to 5 yr NOV average of **97.60%**



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	60	6.80%	89.85%	86.03%	96.97%	93.14%	0.00%
\$75,001 - \$125,000	90	10.20%	98.34%	98.30%	99.05%	93.13%	95.95%
\$125,001 - \$175,000	181	20.52%	99.47%	97.62%	99.84%	99.14%	99.02%
\$175,001 - \$225,000	185	20.98%	99.34%	97.82%	99.94%	98.50%	99.04%
\$225,001 - \$300,000	160	18.14%	99.08%	97.14%	99.31%	99.35%	98.42%
\$300,001 - \$400,000	112	12.70%	98.57%	85.97%	99.11%	99.43%	98.75%
\$400,001 and up	94	10.66%	98.36%	95.62%	98.25%	98.40%	98.82%
Average Sold/List Ratio		98.40%		93.71%	99.46%	98.79%	98.69%
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

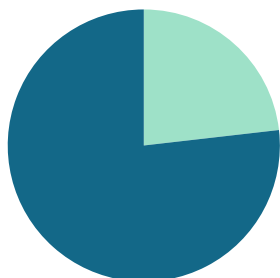
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

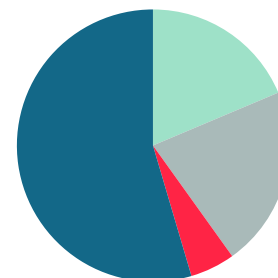


Inventory
 New Listings
1,075 = 23.18%
 Start Inventory
3,562
 Total Inventory Units
4,637
 Volume
\$1,524,607,647

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%
Average List Price	193,198	253,357	31.14%	191,374	235,960	23.30%
Average Sale Price	187,414	248,392	32.54%	186,181	230,798	23.96%
Average Percent of Selling Price to List Price	97.46%	98.37%	0.93%	97.74%	98.32%	0.60%
Average Days on Market to Sale	37.94	24.25	-36.09%	38.88	31.33	-19.42%
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%

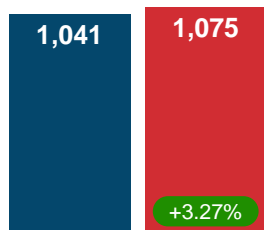
Absorption: Last 12 months, an Average of **977** Sales/Month

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

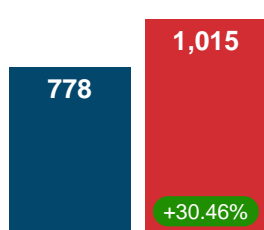
NOVEMBER MARKET

AVERAGE PRICES

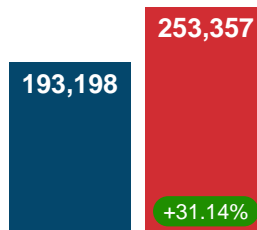
New Listings



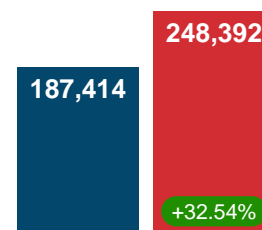
Pending Listings



List Price



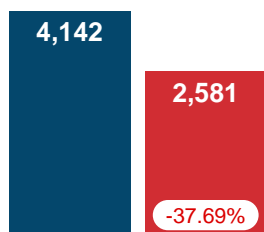
Sale Price



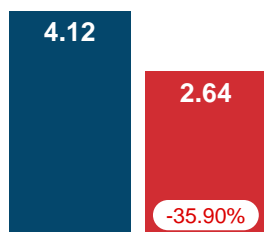
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

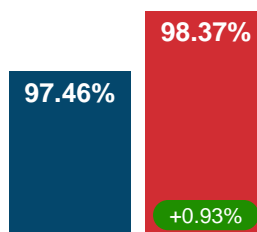
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

