

# November 2019



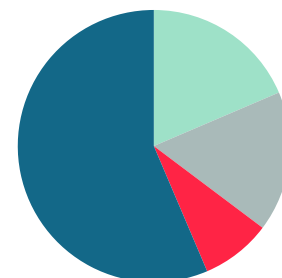
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

| Compared Metrics                               | November |         |         |
|--|----------|---------|---------|
|  | 2018     | 2019    | +/-%    |
| Closed Listings                                | 1,037    | 1,119   | 7.91%   |
| Pending Listings                               | 891      | 1,006   | 12.91%  |
| New Listings                                   | 1,351    | 1,234   | -8.66%  |
| Average List Price                             | 201,378  | 213,866 | 6.20%   |
| Average Sale Price                             | 196,449  | 208,868 | 6.32%   |
| Average Percent of Selling Price to List Price | 97.30%   | 97.65%  | 0.35%   |
| Average Days on Market to Sale                 | 49.43    | 38.19   | -22.73% |
| End of Month Inventory                         | 4,433    | 3,400   | -23.30% |
| Months Supply of Inventory                     | 3.73     | 2.77    | -25.71% |



■ Closed (18.57%)  
■ Pending (16.69%)  
■ Other OffMarket (8.33%)  
■ Active (56.41%)

**Absorption:** Last 12 months, an Average of **1,228** Sales/Month  
**Active Inventory** as of November 30, 2019 = **3,400**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **23.30%** to 3,400 existing homes available for sale. Over the last 12 months this area has had an average of 1,228 closed sales per month. This represents an unsold inventory index of **2.77** 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 **6.32%** in November 2019 to \$208,868 versus the previous year at \$196,449.

#### Average Days on Market Shortens

The average number of **38.19** days that homes spent on the market before selling decreased by 11.23 days or **22.73%** in November 2019 compared to last year's same month at **49.43** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,234 New Listings in November 2019, down **8.66%** from last year at 1,351. Furthermore, there were 1,119 Closed Listings this month versus last year at 1,037, a **7.91%** increase.

Closed versus Listed trends yielded a **90.7%** ratio, up from previous year's, November 2018, at **76.8%**, a **18.14%** 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

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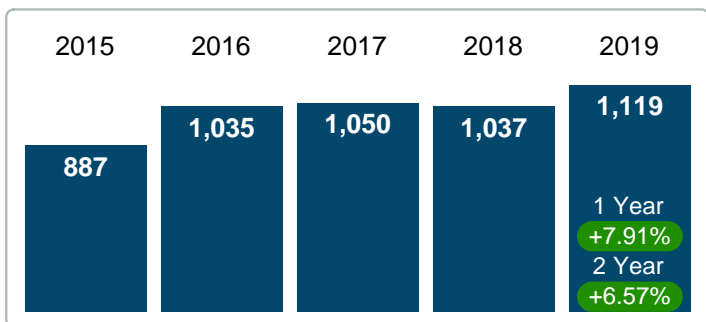
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



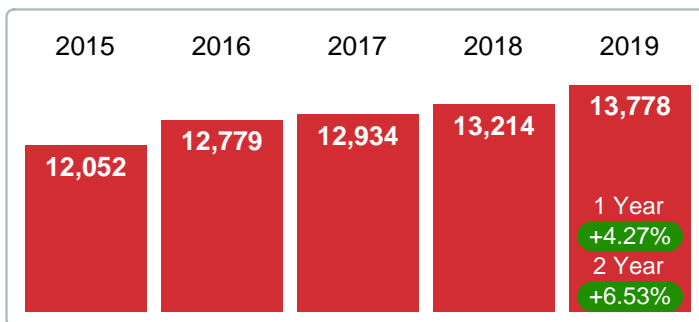
## CLOSED LISTINGS

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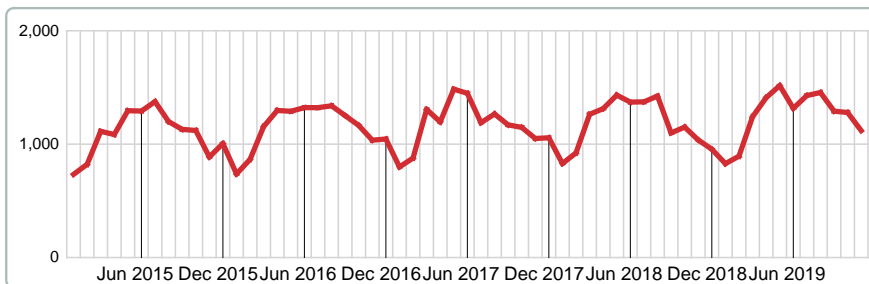
### NOVEMBER



### YEAR TO DATE (YTD)

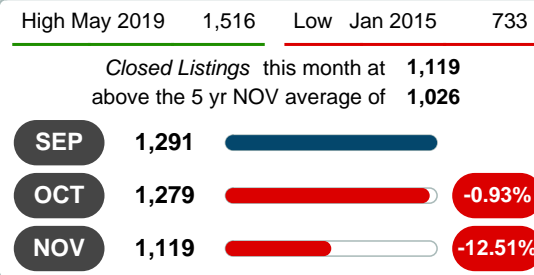


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,026



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                    | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less                              | 75                 | 6.70%       | 43.1        | 39              | 29               | 6                | 1                |
| \$50,001 - \$100,000                           | 122                | 10.90%      | 32.9        | 41              | 72               | 8                | 1                |
| \$100,001 - \$150,000                          | 225                | 20.11%      | 29.1        | 21              | 172              | 27               | 5                |
| \$150,001 - \$200,000                          | 272                | 24.31%      | 34.6        | 12              | 191              | 66               | 3                |
| \$200,001 - \$250,000                          | 141                | 12.60%      | 40.1        | 5               | 70               | 64               | 2                |
| \$250,001 - \$375,000                          | 170                | 15.19%      | 44.3        | 3               | 60               | 94               | 13               |
| \$375,001 and up                               | 114                | 10.19%      | 55.7        | 2               | 19               | 62               | 31               |
| <b>Total Closed Units</b>                      | <b>1,119</b>       |             |             | <b>123</b>      | <b>613</b>       | <b>327</b>       | <b>56</b>        |
| <b>Total Closed Volume</b>                     | <b>233,723,428</b> | <b>100%</b> | <b>38.2</b> | <b>11.81M</b>   | <b>104.69M</b>   | <b>93.40M</b>    | <b>23.83M</b>    |
| <b>Average Closed Price</b>                    | <b>\$208,868</b>   |             |             | <b>\$95,986</b> | <b>\$170,778</b> | <b>\$285,619</b> | <b>\$425,587</b> |

# November 2019



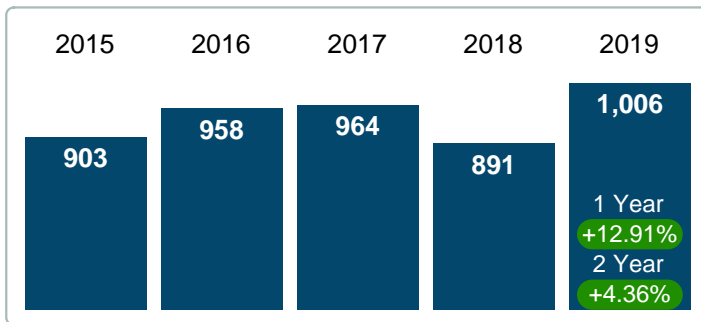
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



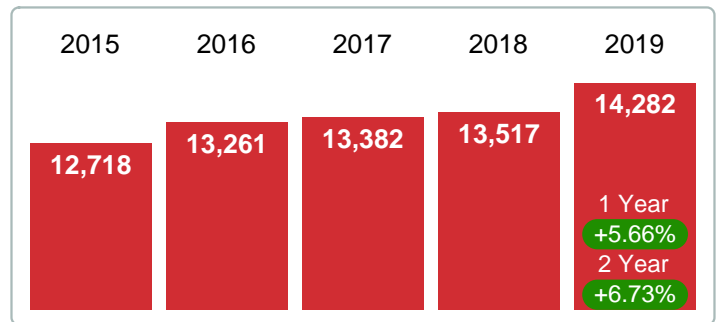
## PENDING LISTINGS

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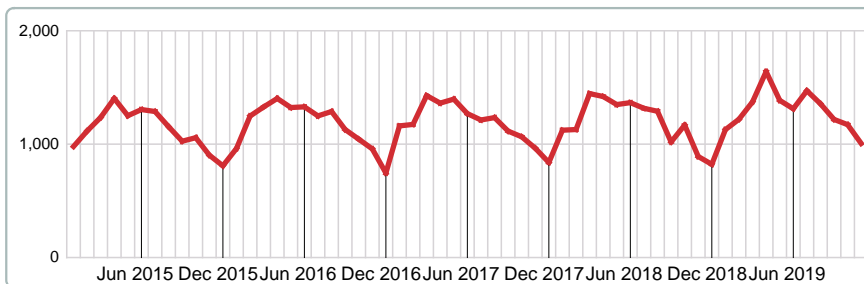
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 944

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **1,006**  
above the 5 yr NOV average of **944**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                    | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                               | 83                 | 8.25%       | 39.9        | 37               | 40               | 6                | 0                |
| \$75,001 - \$125,000                            | 141                | 14.02%      | 32.9        | 24               | 105              | 10               | 2                |
| \$125,001 - \$150,000                           | 107                | 10.64%      | 26.6        | 8                | 84               | 12               | 3                |
| \$150,001 - \$200,000                           | 243                | 24.16%      | 36.2        | 10               | 157              | 75               | 1                |
| \$200,001 - \$275,000                           | 199                | 19.78%      | 39.8        | 5                | 108              | 77               | 9                |
| \$275,001 - \$375,000                           | 125                | 12.43%      | 53.1        | 3                | 55               | 50               | 17               |
| \$375,001 and up                                | 108                | 10.74%      | 55.3        | 0                | 25               | 53               | 30               |
| <b>Total Pending Units</b>                      | <b>1,006</b>       |             |             | <b>87</b>        | <b>574</b>       | <b>283</b>       | <b>62</b>        |
| <b>Total Pending Volume</b>                     | <b>218,109,603</b> | <b>100%</b> | <b>40.1</b> | <b>8.92M</b>     | <b>107.47M</b>   | <b>79.14M</b>    | <b>22.59M</b>    |
| <b>Average Listing Price</b>                    | <b>\$217,635</b>   |             |             | <b>\$102,475</b> | <b>\$187,234</b> | <b>\$279,632</b> | <b>\$364,291</b> |

# November 2019



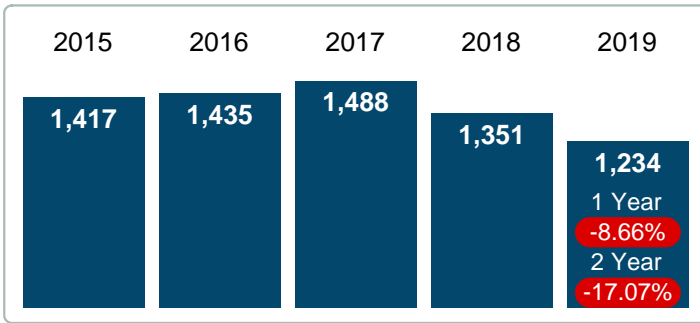
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



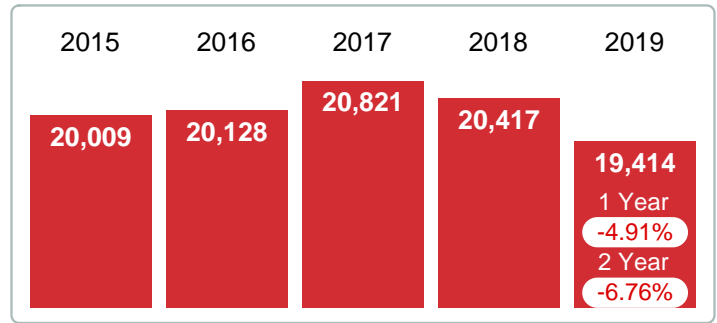
## NEW LISTINGS

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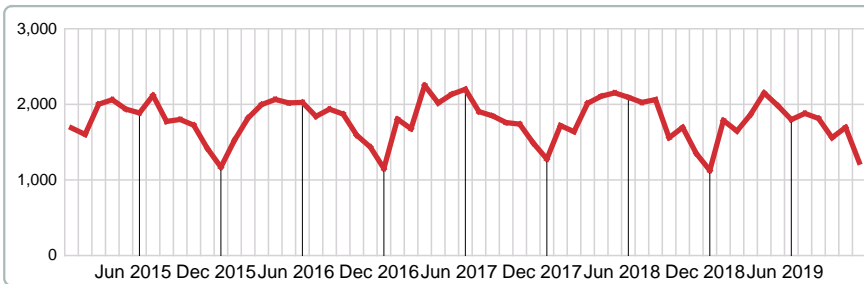
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

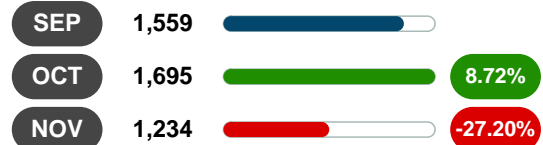


### 3 MONTHS

5 year NOV AVG = 1,385

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,234 below the 5 yr NOV average of 1,385



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                    | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|--------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                           | 118                | 9.56%       | 46               | 58               | 12               | 2                |
| \$75,001 - \$125,000                        | 146                | 11.83%      | 36               | 96               | 14               | 0                |
| \$125,001 - \$150,000                       | 122                | 9.89%       | 11               | 98               | 11               | 2                |
| \$150,001 - \$225,000                       | 336                | 27.23%      | 12               | 218              | 101              | 5                |
| \$225,001 - \$300,000                       | 207                | 16.77%      | 5                | 99               | 93               | 10               |
| \$300,001 - \$475,000                       | 180                | 14.59%      | 2                | 49               | 98               | 31               |
| \$475,001 and up                            | 125                | 10.13%      | 1                | 18               | 54               | 52               |
| <b>Total New Listed Units</b>               | <b>1,234</b>       |             | <b>113</b>       | <b>636</b>       | <b>383</b>       | <b>102</b>       |
| <b>Total New Listed Volume</b>              | <b>332,335,418</b> | <b>100%</b> | <b>11.83M</b>    | <b>121.37M</b>   | <b>126.59M</b>   | <b>72.54M</b>    |
| <b>Average New Listed Listing Price</b>     | <b>\$222,286</b>   |             | <b>\$104,711</b> | <b>\$190,837</b> | <b>\$330,534</b> | <b>\$711,141</b> |



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type

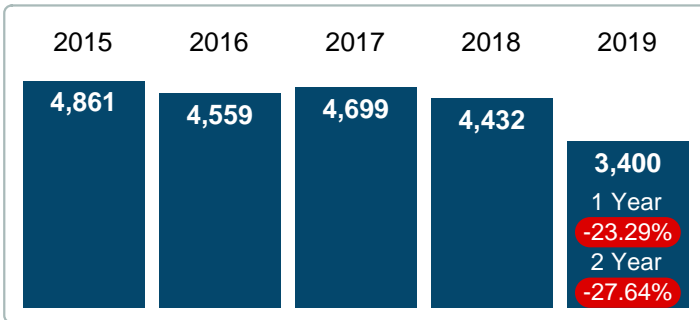


# November 2019

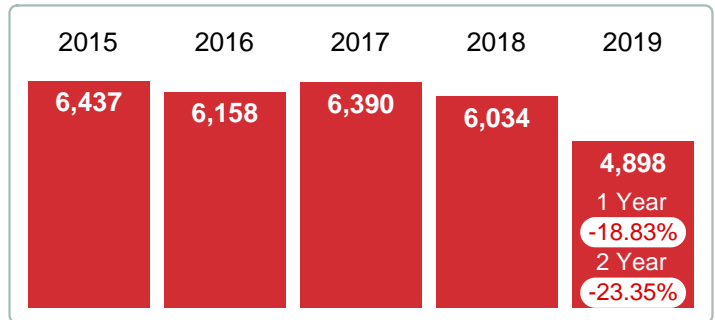
## ACTIVE INVENTORY

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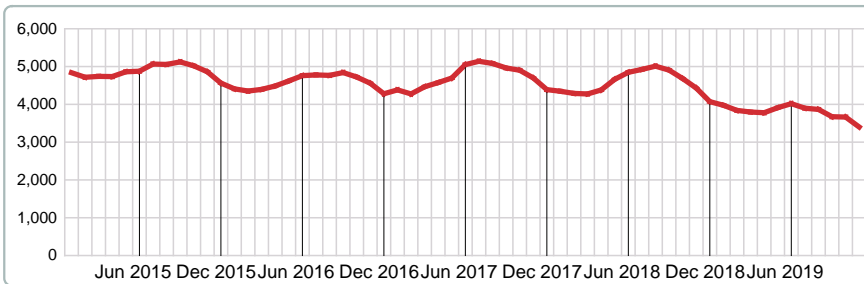
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4,390

High Jul 2017 5,139 Low Nov 2019 3,400

Inventory this month at 3,400 below the 5 yr NOV average of 4,390

|     |       |        |
|-----|-------|--------|
| SEP | 3,673 |        |
| OCT | 3,664 | -0.25% |
| NOV | 3,400 | -7.21% |

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range      |                      | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|----------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                             | 316                  | 9.29%       | 80.0        | 137              | 148              | 28               | 3                |
| \$75,001 - \$125,000                          | 303                  | 8.91%       | 63.4        | 73               | 193              | 34               | 3                |
| \$125,001 - \$175,000                         | 478                  | 14.06%      | 64.2        | 48               | 348              | 73               | 9                |
| \$175,001 - \$275,000                         | 832                  | 24.47%      | 67.4        | 40               | 416              | 340              | 36               |
| \$275,001 - \$375,000                         | 575                  | 16.91%      | 77.5        | 13               | 202              | 309              | 51               |
| \$375,001 - \$575,000                         | 528                  | 15.53%      | 76.1        | 7                | 105              | 325              | 91               |
| \$575,001 and up                              | 368                  | 10.82%      | 83.3        | 1                | 36               | 166              | 165              |
| <b>Total Active Inventory by Units</b>        | <b>3,400</b>         |             |             | <b>319</b>       | <b>1,448</b>     | <b>1,275</b>     | <b>358</b>       |
| <b>Total Active Inventory by Volume</b>       | <b>1,104,207,774</b> | <b>100%</b> | <b>72.5</b> | <b>37.86M</b>    | <b>313.71M</b>   | <b>498.19M</b>   | <b>254.45M</b>   |
| <b>Average Active Inventory Listing Price</b> | <b>\$324,767</b>     |             |             | <b>\$118,680</b> | <b>\$216,653</b> | <b>\$390,737</b> | <b>\$710,742</b> |

# November 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR NOVEMBER

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
|      |      |      |      |      |

### INDICATORS FOR NOVEMBER 2019

| Inventory                     | Closed                | Absorption                              | MSI                        | MSI %                              |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| <b>3,400</b>                  | <b>0</b>              | <b>0</b>                                | <b>inf</b>                 | <b>0.000%</b>                      |
| End of Month Active Inventory | Closed Last 12 Months | Average Closed per Month over 12 Months | Months Supply of Inventory | Percent Months Supply of Inventory |

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = inf

| High Nov 2019   | inf | Low Nov 2019 | inf |
|---|-----|--------------|-----|
| Months Supply this month at <b>inf</b><br>equal to 5 yr NOV average of <b>inf</b> |     |              |     |
| SEP   | inf |              | %   |
| OCT   | inf |              | %   |
| NOV   | inf |              | %   |

| Distribution of Active Inventory by Price Range and MSI |            | %      | MSI   | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------|--------|-------|----------|--------|--------|---------|
| \$75,000 and less                                       | <b>316</b> | 9.29%  | 2.44  | 2.49     | 2.25   | 3.43   | 6.00    |
| \$75,001 - \$125,000                                    | <b>303</b> | 8.91%  | 1.58  | 2.13     | 1.38   | 2.05   | 1.71    |
| \$125,001 - \$175,000                                   | <b>478</b> | 14.06% | 1.51  | 2.30     | 1.43   | 1.50   | 2.40    |
| \$175,001 - \$275,000                                   | <b>832</b> | 24.47% | 2.36  | 3.08     | 2.23   | 2.42   | 2.77    |
| \$275,001 - \$375,000                                   | <b>575</b> | 16.91% | 4.21  | 4.33     | 5.09   | 3.80   | 4.03    |
| \$375,001 - \$575,000                                   | <b>528</b> | 15.53% | 7.39  | 7.64     | 6.63   | 7.94   | 6.62    |
| \$575,001 and up  | <b>368</b> | 10.82% | 13.03 | 3.00     | 8.47   | 11.38  | 18.17   |
| Market Supply of Inventory (MSI)                        |            |        | 2.77  | 2.50     | 2.08   | 3.64   | 6.57    |
|   |            | 100%   | 2.77  |          |        |        |         |
| Total Active Inventory by Units                         |            |        | 3,400 | 319      | 1,448  | 1,275  | 358     |

# November 2019



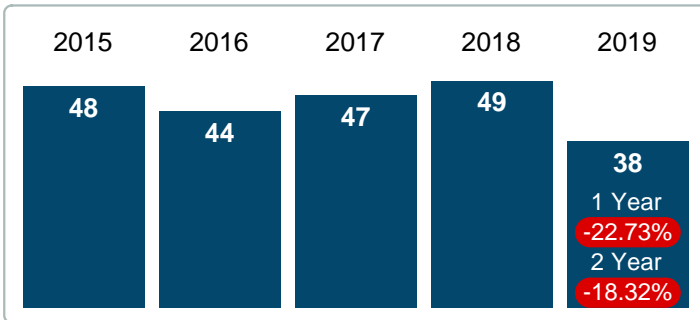
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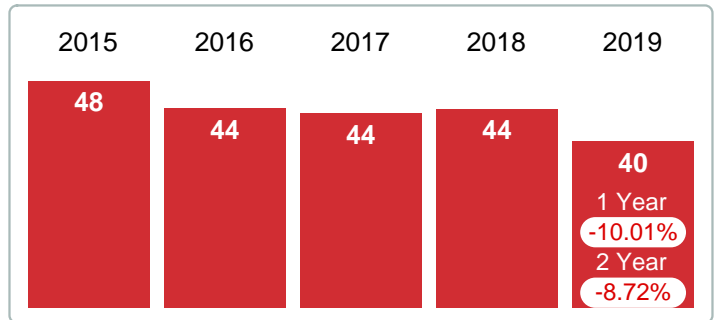
## AVERAGE DAYS ON MARKET TO SALE

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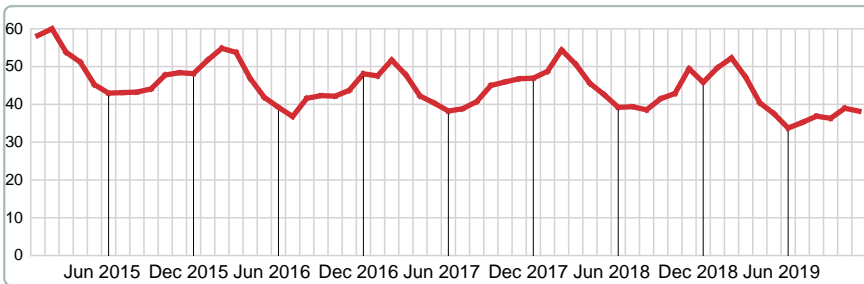
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45

High Feb 2015 60 Low Jun 2019 34

Average Days on Market to Sale this month at 38 below the 5 yr NOV average of 45



### 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 |
|---|--------|-------------|----------|---------|--------|---------|
| \$50,000 and less   | 6.70%  | 43          | 50       | 35      | 43     | 1       |
| \$50,001 - \$100,000  | 10.90% | 33          | 33       | 30      | 55     | 78      |
| \$100,001 - \$150,000   | 20.11% | 29          | 37       | 28      | 32     | 18      |
| \$150,001 - \$200,000   | 24.31% | 35          | 59       | 32      | 36     | 69      |
| \$200,001 - \$250,000   | 12.60% | 40          | 34       | 37      | 45     | 18      |
| \$250,001 - \$375,000   | 15.19% | 44          | 21       | 47      | 40     | 70      |
| \$375,001 and up  | 10.19% | 56          | 50       | 56      | 54     | 60      |
| Average Closed DOM  |        | 38          | 42       | 33      | 42     | 57      |
| Total Closed Units  | 100%   | 38          | 123      | 613     | 327    | 56      |
| Total Closed Volume   |        | 233,723,428 | 11.81M   | 104.69M | 93.40M | 23.83M  |

# November 2019



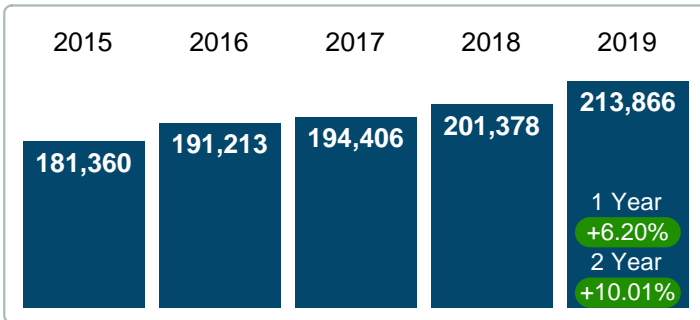
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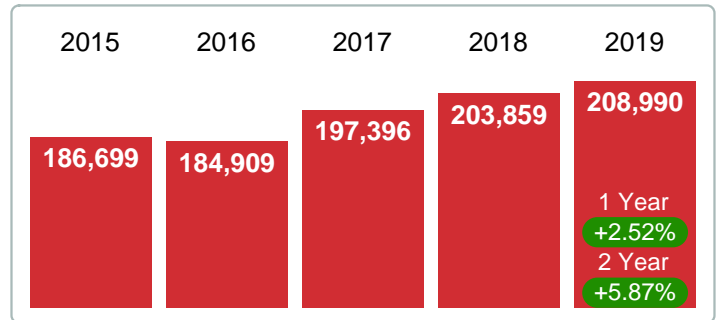
## AVERAGE LIST PRICE AT CLOSING

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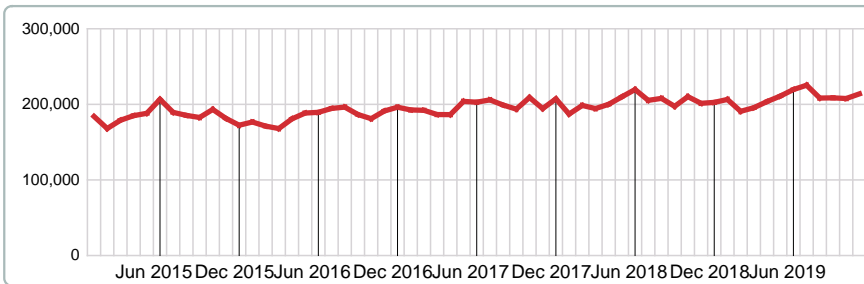
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

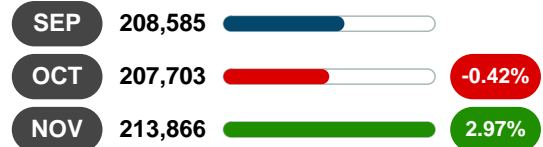


### 3 MONTHS

5 year NOV AVG = 196,445

High Jul 2019 225,338 Low Mar 2016 167,971

Average List Price at Closing this month at **213,866** above the 5 yr NOV average of **196,445**



### 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 |         |
|--|-----|----------|--------------------|---------|---------|---------|---------|
| \$50,000 and less  | 66  | 5.90%    | 35,464             | 38,249  | 37,650  | 47,733  | 80,000  |
| \$50,001 - \$100,000   | 131 | 11.71%   | 81,024             | 77,052  | 85,599  | 89,738  | 95,000  |
| \$100,001 - \$150,000  | 224 | 20.02%   | 131,221            | 127,586 | 132,348 | 130,598 | 136,600 |
| \$150,001 - \$200,000  | 273 | 24.40%   | 174,688            | 171,942 | 172,986 | 177,796 | 182,000 |
| \$200,001 - \$250,000  | 130 | 11.62%   | 227,103            | 227,800 | 227,124 | 232,041 | 232,500 |
| \$250,001 - \$375,000  | 179 | 16.00%   | 304,490            | 313,113 | 302,223 | 311,788 | 313,498 |
| \$375,001 and up   | 116 | 10.37%   | 562,509            | 407,450 | 509,194 | 561,709 | 615,147 |
| <b>Average List Price</b>                                    |     |          | <b>213,866</b>     | 99,892  | 174,170 | 291,283 | 446,679 |
| <b>Total Closed Units</b>                                    |     |          | <b>1,119</b>       | 123     | 613     | 327     | 56      |
| <b>Total Closed Volume</b>                                   |     |          | <b>239,316,394</b> | 12.29M  | 106.77M | 95.25M  | 25.01M  |



# November 2019



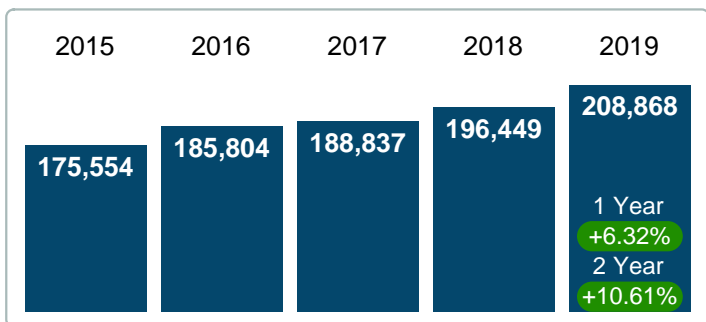
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



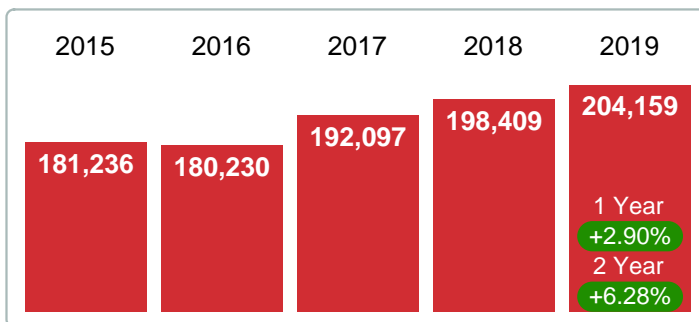
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

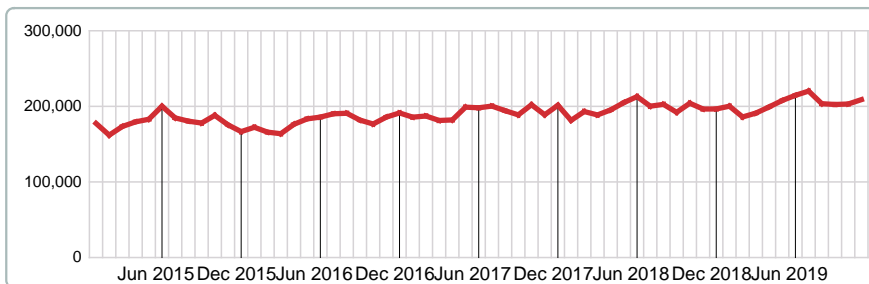
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 191,102

High Jul 2019 220,178    Low Feb 2015 161,926

Average Sold Price at Closing this month at **208,868**  
above the 5 yr NOV average of **191,102**

|     |         |       |
|-----|---------|-------|
| SEP | 202,458 |       |
| OCT | 203,087 | 0.31% |
| NOV | 208,868 | 2.85% |

### 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        |                |
|--|-----|--------------------|-------------|----------------|----------------|----------------|----------------|
| \$50,000 and less  | 75  | 6.70%              | 33,404      | 33,459         | 32,306         | 35,583         |                |
| \$50,001 - \$100,000   | 122 | 10.90%             | 79,970      | 74,205         | 82,092         | 88,544         |                |
| \$100,001 - \$150,000  | 225 | 20.11%             | 128,605     | 123,245        | 129,349        | 128,267        |                |
| \$150,001 - \$200,000  | 272 | 24.31%             | 172,627     | 166,798        | 171,142        | 177,486        |                |
| \$200,001 - \$250,000  | 141 | 12.60%             | 226,027     | 222,700        | 223,814        | 228,568        |                |
| \$250,001 - \$375,000  | 170 | 15.19%             | 303,804     | 317,768        | 296,045        | 307,148        |                |
| \$375,001 and up   | 114 | 10.19%             | 544,339     | 401,250        | 498,602        | 545,131        |                |
| <b>Average Sold Price</b>                                    |     | <b>208,868</b>     |             | <b>95,986</b>  | <b>170,778</b> | <b>285,619</b> | <b>425,587</b> |
| <b>Total Closed Units</b>                                    |     | <b>1,119</b>       | <b>100%</b> | <b>208,868</b> | <b>123</b>     | <b>613</b>     | <b>327</b>     |
| <b>Total Closed Volume</b>                                   |     | <b>233,723,428</b> |             |                | <b>11.81M</b>  | <b>104.69M</b> | <b>93.40M</b>  |

# November 2019



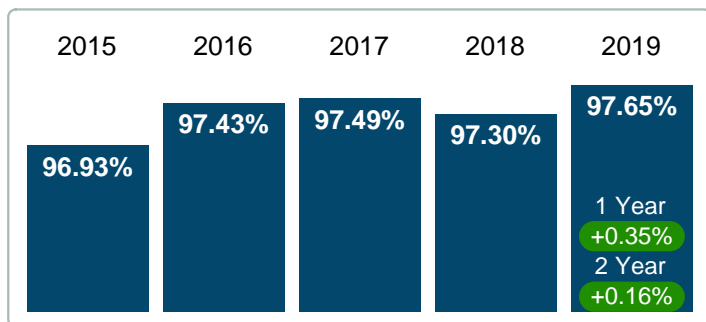
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



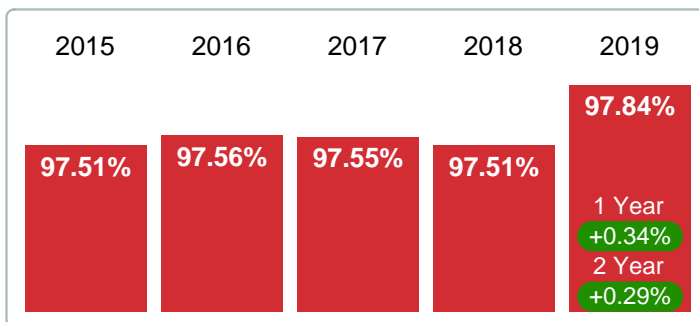
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

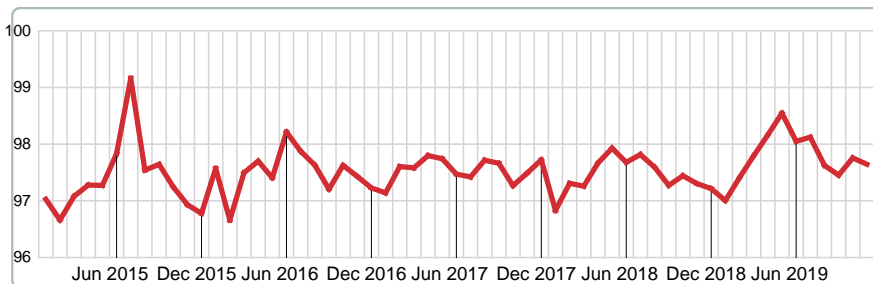
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

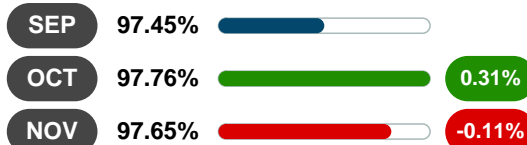


### 3 MONTHS

5 year NOV AVG = 97.36%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.65%** above the 5 yr NOV average of **97.36%**



### 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 |
|--|-----|-------------|---------|----------|---------|---------|---------|
| \$50,000 and less                              | 75  | 6.70%       | 86.12%  | 88.12%   | 86.06%  | 77.33%  | 62.50%  |
| \$50,001 - \$100,000                           | 122 | 10.90%      | 96.55%  | 96.44%   | 96.34%  | 98.52%  | 100.00% |
| \$100,001 - \$150,000                          | 225 | 20.11%      | 97.81%  | 96.93%   | 97.94%  | 98.45%  | 93.61%  |
| \$150,001 - \$200,000                          | 272 | 24.31%      | 100.18% | 97.04%   | 99.01%  | 104.10% | 100.93% |
| \$200,001 - \$250,000                          | 141 | 12.60%      | 98.75%  | 98.02%   | 98.91%  | 98.62%  | 99.11%  |
| \$250,001 - \$375,000                          | 170 | 15.19%      | 98.53%  | 101.44%  | 98.10%  | 98.56%  | 99.54%  |
| \$375,001 and up                               | 114 | 10.19%      | 97.35%  | 98.45%   | 98.04%  | 97.66%  | 96.23%  |
| Average Sold/List Ratio                        |     | 97.60%      |         | 94.16%   | 97.65%  | 99.12%  | 96.58%  |
| Total Closed Units                             |     | 1,119       | 100%    | 123      | 613     | 327     | 56      |
| Total Closed Volume                            |     | 233,723,428 |         | 11.81M   | 104.69M | 93.40M  | 23.83M  |

# November 2019



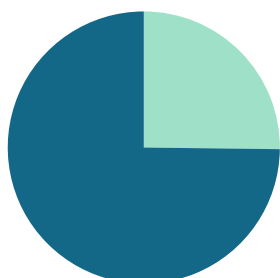
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

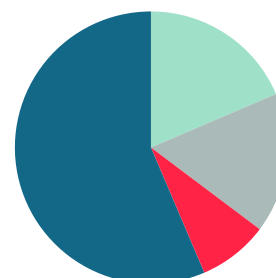


**Inventory**  
 New Listings  
**1,234 = 25.19%**  
 Start Inventory  
**3,664**  
 Total Inventory Units  
**4,898**  
 Volume  
**\$1,529,604,096**

### Market Activity

Closed Sales  
**1,119 = 18.57%**  
 Pending Sales  
**1,006 = 16.69%**  
 Other Off Market  
**502 = 8.33%**  
 Active Inventory  
**3,400 = 56.41%**

### MARKET ACTIVITY



| Compared Metrics                               | November |         |         | Year to Date |         |         |
|--|----------|---------|---------|--------------|---------|---------|
|  | 2018     | 2019    | +/-%    | 2018         | 2019    | +/-%    |
| Closed Sales                                   | 1,037    | 1,119   | 7.91%   | 13,214       | 13,778  | 4.27%   |
| Pending Sales                                  | 891      | 1,006   | 12.91%  | 13,517       | 14,282  | 5.66%   |
| New Listings                                   | 1,351    | 1,234   | -8.66%  | 20,417       | 19,414  | -4.91%  |
| Average List Price                             | 201,378  | 213,866 | 6.20%   | 203,859      | 208,990 | 2.52%   |
| Average Sale Price                             | 196,449  | 208,868 | 6.32%   | 198,409      | 204,159 | 2.90%   |
| Average Percent of Selling Price to List Price | 97.30%   | 97.65%  | 0.35%   | 97.51%       | 97.84%  | 0.34%   |
| Average Days on Market to Sale                 | 49.43    | 38.19   | -22.73% | 44.20        | 39.78   | -10.01% |
| Monthly Inventory                              | 4,433    | 3,400   | -23.30% | 4,433        | 3,400   | -23.30% |
| Months Supply of Inventory                     | 3.73     | 2.77    | -25.71% | 3.73         | 2.77    | -25.71% |

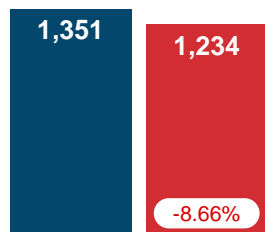
**Absorption:** Last 12 months, an Average of **1,228** Sales/Month

**Inventory** on November 30, 2019 = **3,400** 2018 2019

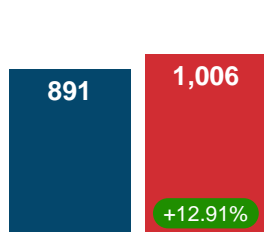
### NOVEMBER MARKET

### AVERAGE PRICES

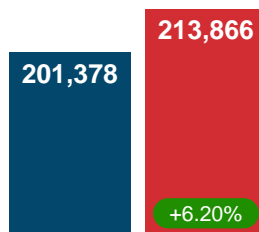
#### New Listings



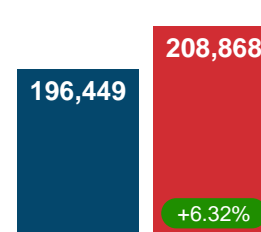
#### Pending Listings



#### List Price



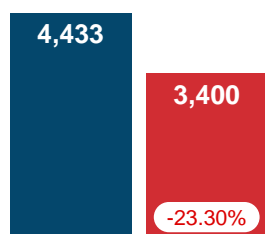
#### Sale Price



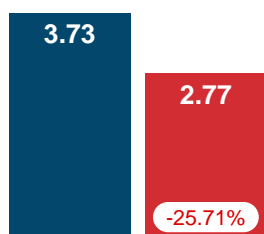
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

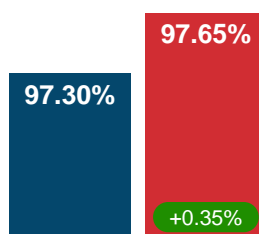
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

