

November 2019



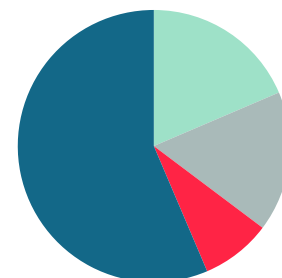
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	1,037	1,119	7.91%
Pending Listings	891	1,006	12.91%
New Listings	1,351	1,234	-8.66%
Median List Price	174,000	174,432	0.25%
Median Sale Price	169,900	170,000	0.06%
Median Percent of Selling Price to List Price	98.24%	99.19%	0.97%
Median Days on Market to Sale	35.00	20.00	-42.86%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.06%** in November 2019 to \$170,000 versus the previous year at \$169,900.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 15.00 days or **42.86%** in November 2019 compared to last year's same month at **35.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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.

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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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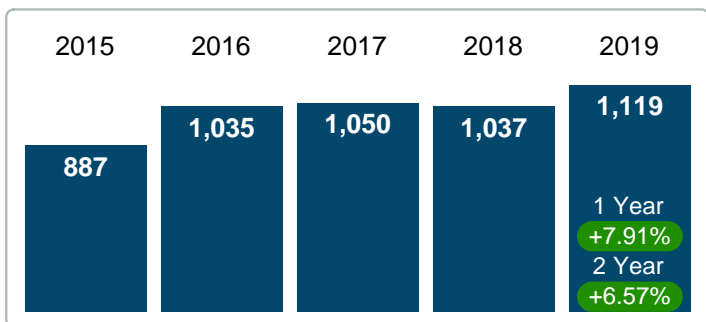
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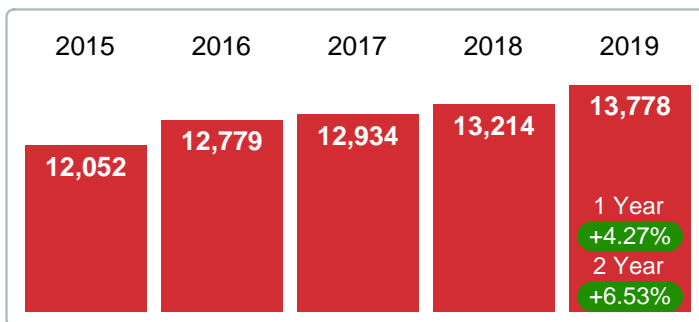
CLOSED LISTINGS

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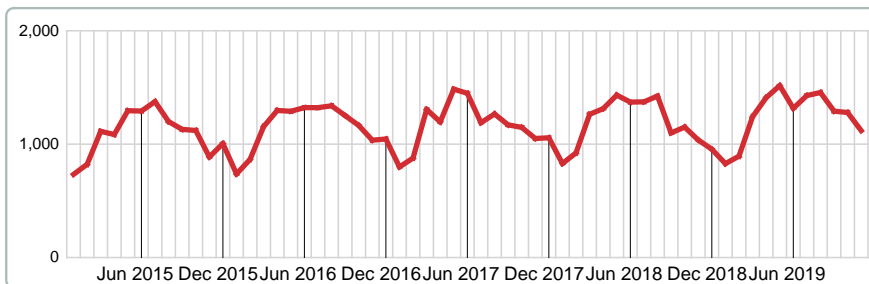
NOVEMBER



YEAR TO DATE (YTD)

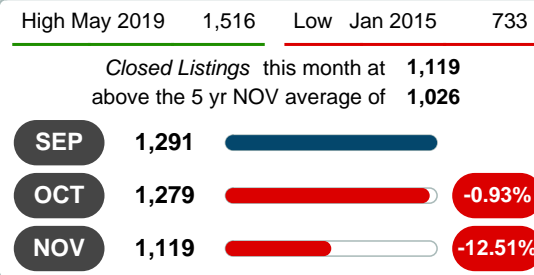


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,026



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	6.70%	21.0	39	29	6	1
\$50,001 - \$100,000	122	10.90%	16.5	41	72	8	1
\$100,001 - \$150,000	225	20.11%	11.0	21	172	27	5
\$150,001 - \$200,000	272	24.31%	19.0	12	191	66	3
\$200,001 - \$250,000	141	12.60%	25.0	5	70	64	2
\$250,001 - \$375,000	170	15.19%	22.5	3	60	94	13
\$375,001 and up	114	10.19%	39.5	2	19	62	31
Total Closed Units	1,119			123	613	327	56
Total Closed Volume	233,723,428	100%	20.0	11.81M	104.69M	93.40M	23.83M
Median Closed Price	\$170,000			\$74,000	\$156,786	\$246,800	\$390,632

November 2019



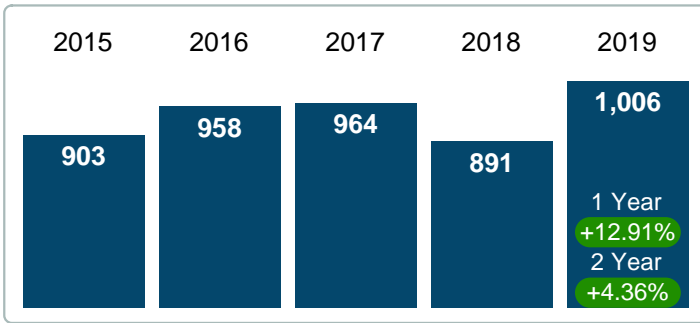
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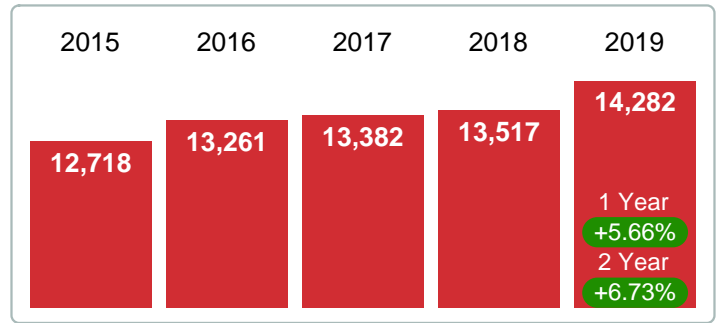
PENDING LISTINGS

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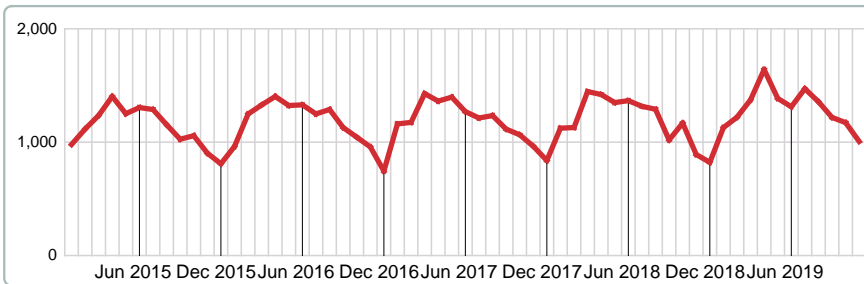
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

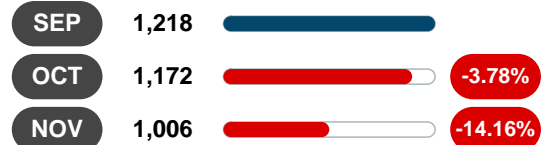


3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	83	8.25%	22.0	37	40	6	0
\$75,001 - \$125,000	141	14.02%	20.0	24	105	10	2
\$125,001 - \$150,000	107	10.64%	12.0	8	84	12	3
\$150,001 - \$200,000	243	24.16%	21.0	10	157	75	1
\$200,001 - \$275,000	199	19.78%	19.0	5	108	77	9
\$275,001 - \$375,000	125	12.43%	47.0	3	55	50	17
\$375,001 and up	108	10.74%	41.0	0	25	53	30
Total Pending Units	1,006			87	574	283	62
Total Pending Volume	218,109,603	100%	23.0	8.92M	107.47M	79.14M	22.59M
Median Listing Price	\$189,762			\$85,250	\$169,500	\$232,500	\$366,736

November 2019



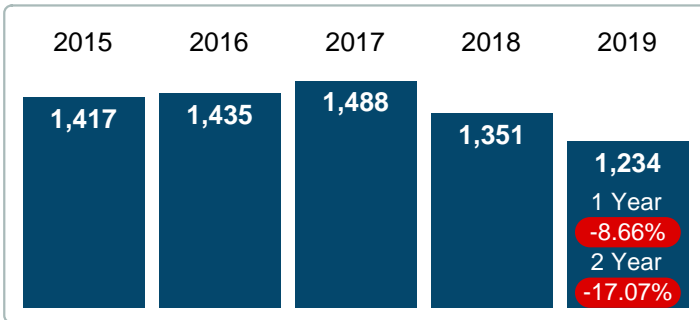
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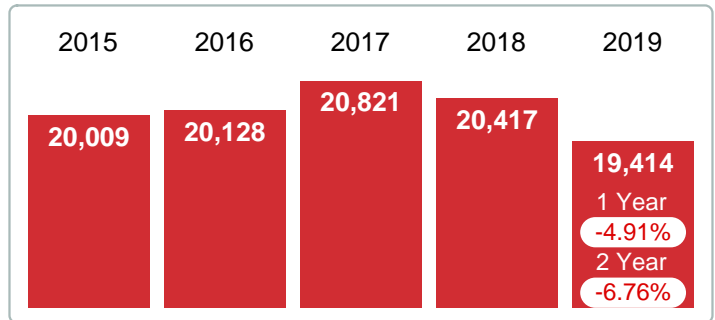
NEW LISTINGS

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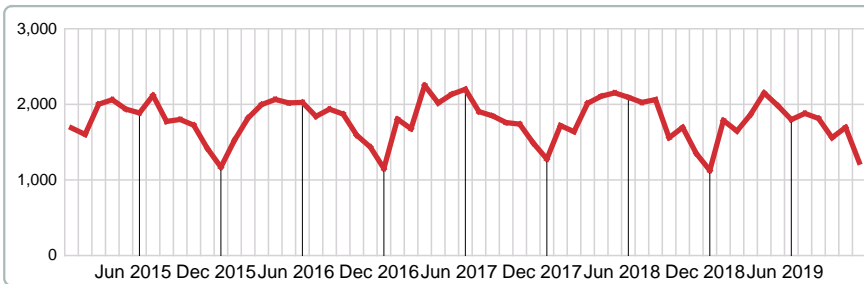
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

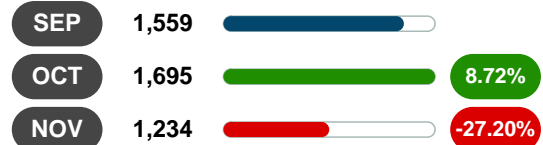


3 MONTHS

5 year NOV AVG = 1,385

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
Total New Listed Units	1,234		113	636	383	102
Total New Listed Volume	332,335,418	100%	11.83M	121.37M	126.59M	72.54M
Median New Listed Listing Price	\$199,000		\$85,000	\$170,000	\$265,000	\$482,000

November 2019



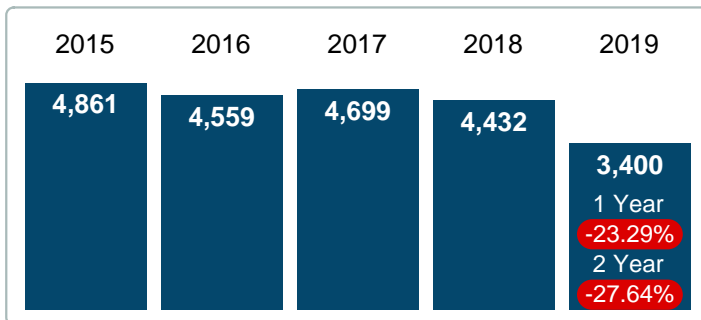
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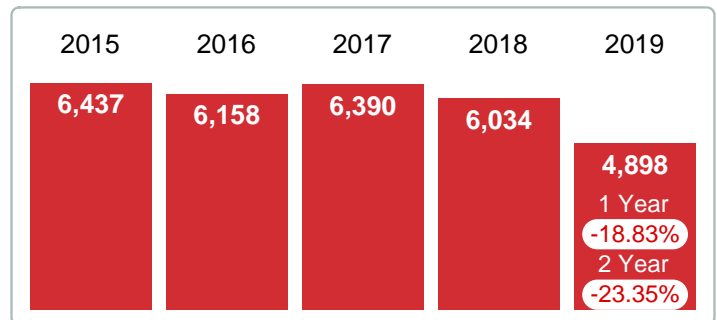
ACTIVE INVENTORY

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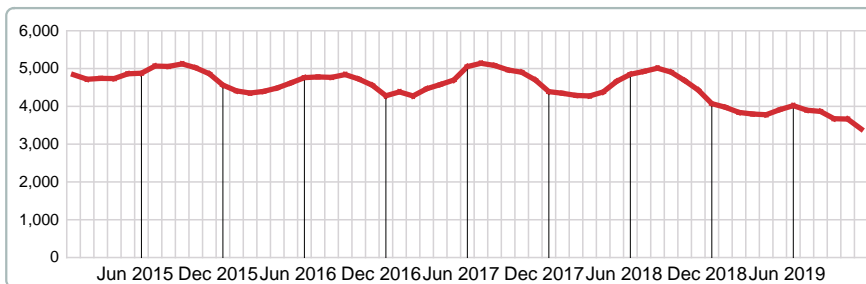
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	316	9.29%	58.0	137	148	28	3
\$75,001 - \$125,000	303	8.91%	51.0	73	193	34	3
\$125,001 - \$175,000	478	14.06%	50.0	48	348	73	9
\$175,001 - \$275,000	832	24.47%	54.0	40	416	340	36
\$275,001 - \$375,000	575	16.91%	67.0	13	202	309	51
\$375,001 - \$575,000	528	15.53%	64.5	7	105	325	91
\$575,001 and up	368	10.82%	80.0	1	36	166	165
Total Active Inventory by Units			3,400	319	1,448	1,275	358
Total Active Inventory by Volume			1,104,207,774	37.86M	313.71M	498.19M	254.45M
Median Active Inventory Listing Price			\$244,900	\$85,000	\$180,000	\$329,000	\$539,250

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 %
3,400	0	0	inf	0.000%
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 inf equal to 5 yr NOV average of inf			
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	316	9.29%	2.44	2.49	2.25	3.43	6.00
\$75,001 - \$125,000	303	8.91%	1.58	2.13	1.38	2.05	1.71
\$125,001 - \$175,000	478	14.06%	1.51	2.30	1.43	1.50	2.40
\$175,001 - \$275,000	832	24.47%	2.36	3.08	2.23	2.42	2.77
\$275,001 - \$375,000	575	16.91%	4.21	4.33	5.09	3.80	4.03
\$375,001 - \$575,000	528	15.53%	7.39	7.64	6.63	7.94	6.62
\$575,001 and up	368	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



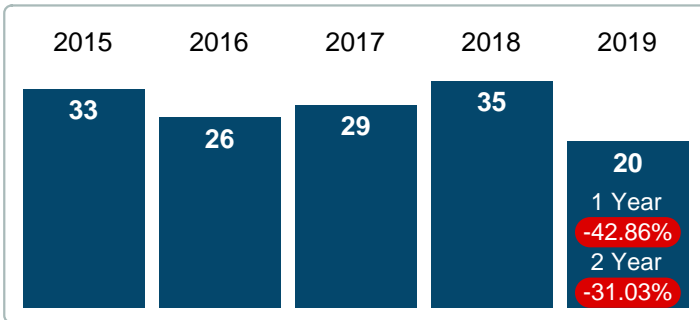
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



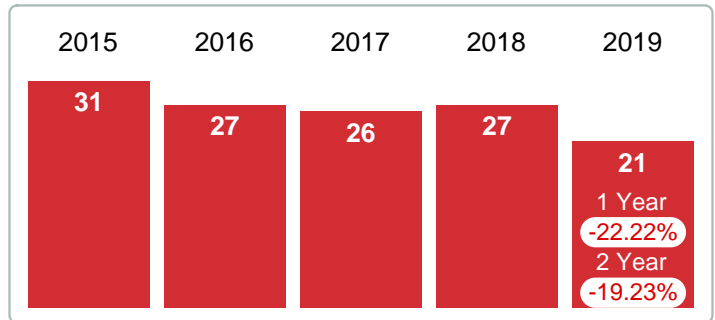
MEDIAN DAYS ON MARKET TO SALE

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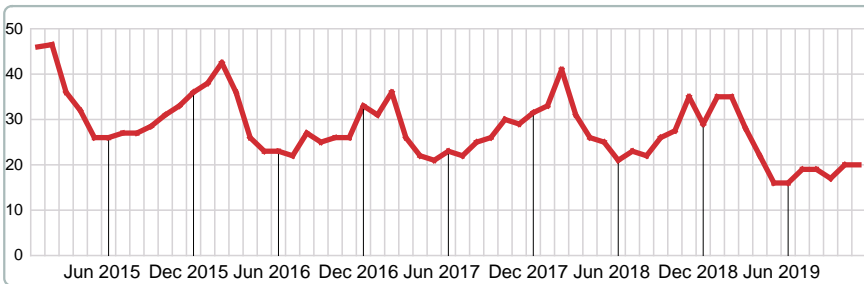
NOVEMBER



YEAR TO DATE (YTD)

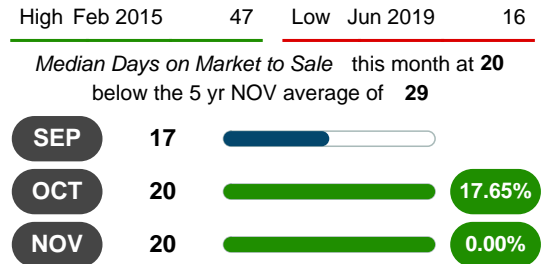


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6.70%	21	21	20	43	1
\$50,001 - \$100,000	10.90%	17	20	11	40	78
\$100,001 - \$150,000	20.11%	11	10	11	11	26
\$150,001 - \$200,000	24.31%	19	43	13	24	58
\$200,001 - \$250,000	12.60%	25	16	19	32	18
\$250,001 - \$375,000	15.19%	23	11	24	21	60
\$375,001 and up	10.19%	40	50	51	31	54
Median Closed DOM		20	20	14	24	39
Total Closed Units	100%	20.0	123	613	327	56
Total Closed Volume		233,723,428	11.81M	104.69M	93.40M	23.83M



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

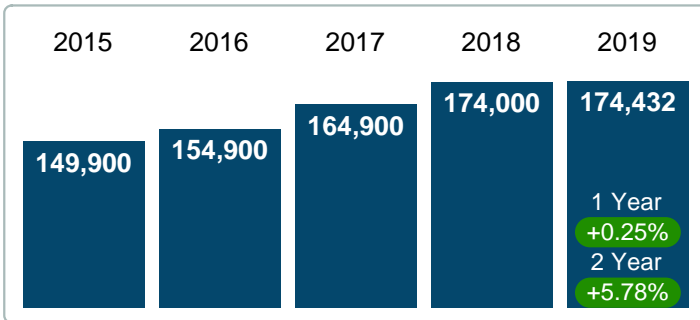


November 2019

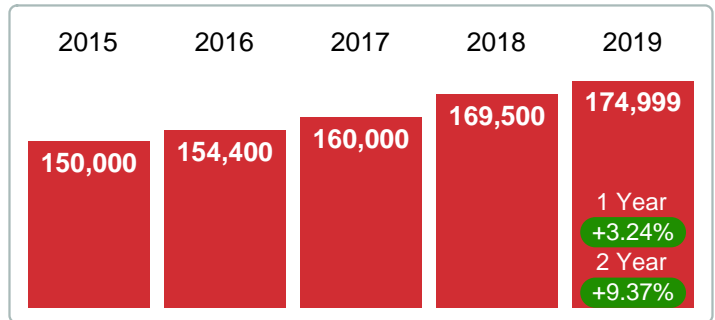
MEDIAN LIST PRICE AT CLOSING

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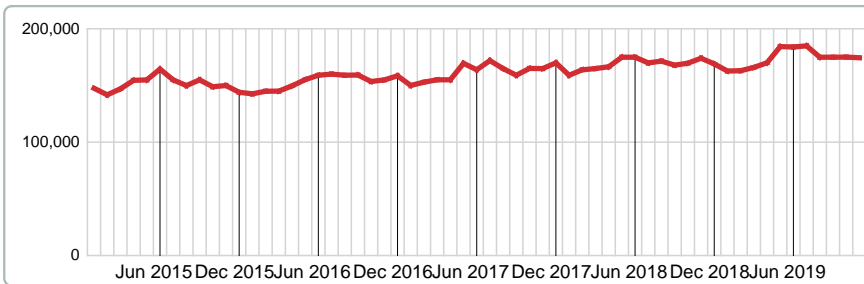
NOVEMBER



YEAR TO DATE (YTD)

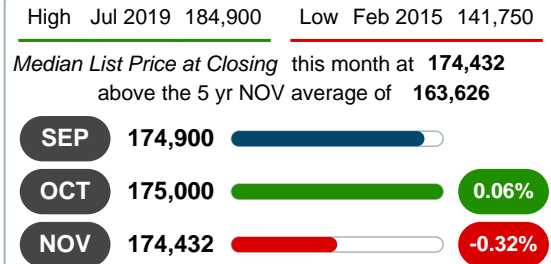


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163,626



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	66	5.90%	35,000	35,000	36,850	0	
\$50,001 - \$100,000	131	11.71%	84,900	74,500	89,000	92,000	
\$100,001 - \$150,000	224	20.02%	131,450	122,950	132,500	132,500	
\$150,001 - \$200,000	273	24.40%	173,500	169,900	169,900	179,900	
\$200,001 - \$250,000	130	11.62%	228,797	224,500	225,000	229,900	
\$250,001 - \$375,000	179	16.00%	299,000	284,900	290,000	300,501	
\$375,001 and up	116	10.37%	459,500	407,450	435,000	460,725	
Median List Price		174,432		79,000	159,000	249,900	387,450
Total Closed Units		1,119	100%	123	613	327	56
Total Closed Volume		239,316,394		12.29M	106.77M	95.25M	25.01M

November 2019



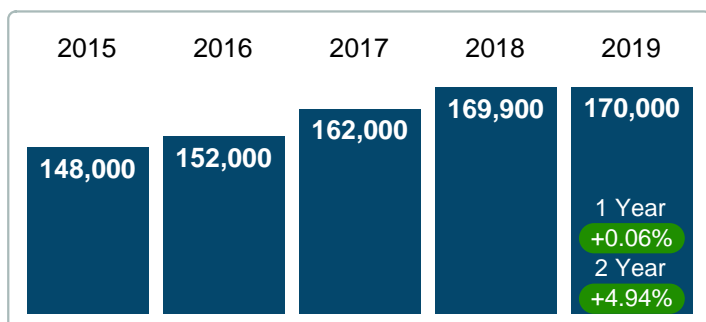
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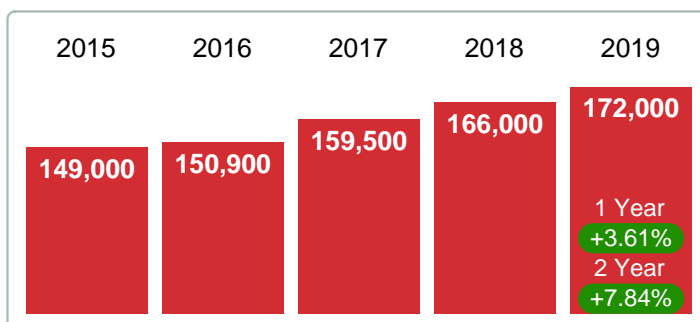
MEDIAN SOLD PRICE AT CLOSING

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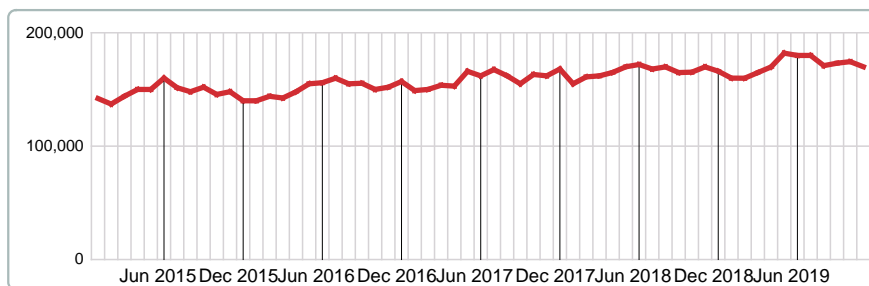
NOVEMBER



YEAR TO DATE (YTD)

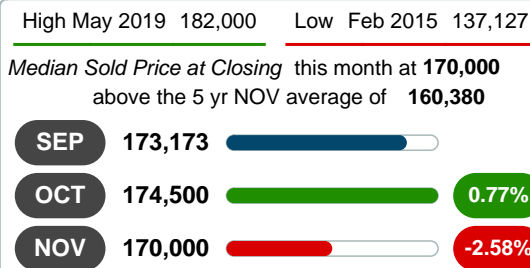


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 160,380



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	6.70%	33,000	33,000	32,000	32,500	50,000
\$50,001 - \$100,000	122	10.90%	82,500	72,350	84,950	93,250	95,000
\$100,001 - \$150,000	225	20.11%	129,900	120,000	130,000	126,000	138,000
\$150,001 - \$200,000	272	24.31%	170,000	163,000	167,900	179,000	189,750
\$200,001 - \$250,000	141	12.60%	227,000	208,000	224,950	230,000	230,500
\$250,001 - \$375,000	170	15.19%	298,750	295,000	288,700	302,250	310,000
\$375,001 and up	114	10.19%	453,248	401,250	434,000	455,500	467,000
Median Sold Price			170,000	74,000	156,786	246,800	390,632
Total Closed Units		100%	1,119	123	613	327	56
Total Closed Volume			233,723,428	11.81M	104.69M	93.40M	23.83M

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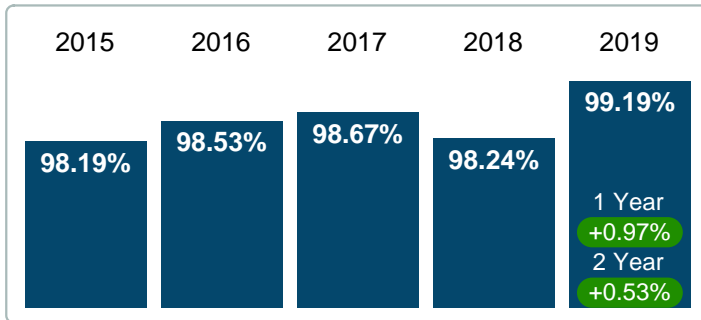
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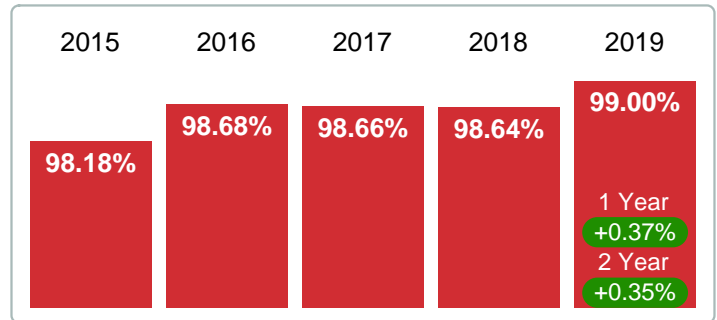
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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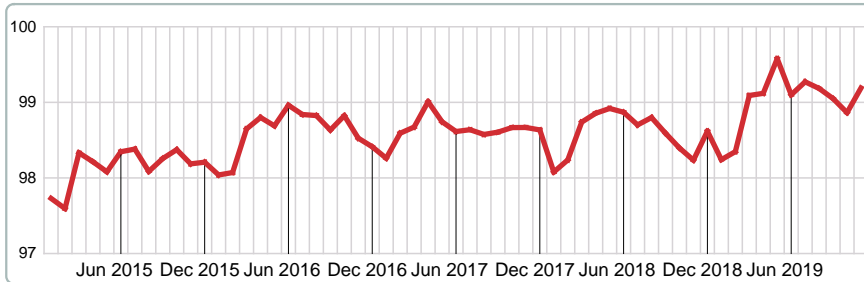
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

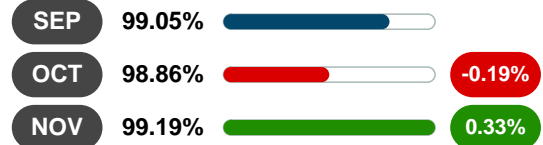


3 MONTHS

5 year NOV AVG = 98.56%

High May 2019 99.58% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **99.19%**
equal to 5 yr NOV average of **98.56%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	6.70%	87.27%	89.69%	84.17%	74.64%	62.50%
\$50,001 - \$100,000	122	10.90%	97.29%	97.20%	96.88%	98.91%	100.00%
\$100,001 - \$150,000	225	20.11%	99.85%	97.78%	100.00%	98.83%	95.64%
\$150,001 - \$200,000	272	24.31%	100.00%	98.18%	100.00%	99.77%	100.50%
\$200,001 - \$250,000	141	12.60%	100.00%	97.25%	100.00%	99.94%	99.11%
\$250,001 - \$375,000	170	15.19%	99.76%	101.90%	99.76%	99.36%	100.00%
\$375,001 and up	114	10.19%	97.89%	98.45%	98.08%	97.76%	97.71%
Median Sold/List Ratio		99.19%		96.45%	99.81%	99.02%	98.37%
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



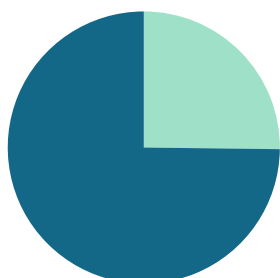
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

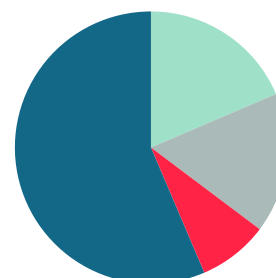


Inventory
 New Listings
1,234 = 25.19%
 Start Inventory
3,664
 Total Inventory Units
4,898
 Volume
\$1,529,604,096

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%
Median List Price	174,000	174,432	0.25%	169,500	174,999	3.24%
Median Sale Price	169,900	170,000	0.06%	166,000	172,000	3.61%
Median Percent of Selling Price to List Price	98.24%	99.19%	0.97%	98.64%	99.00%	0.37%
Median Days on Market to Sale	35.00	20.00	-42.86%	27.00	21.00	-22.22%
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%

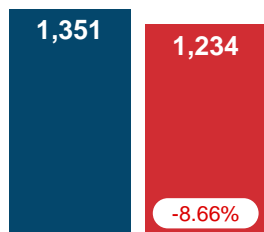
Absorption: Last 12 months, an Average of **1,228** Sales/Month

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

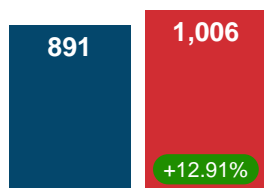
NOVEMBER MARKET

MEDIAN PRICES

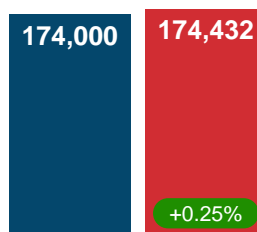
New Listings



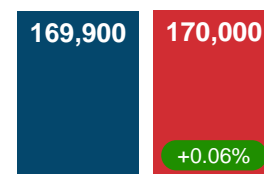
Pending Listings



List Price



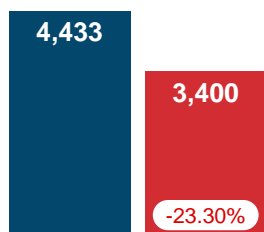
Sale Price



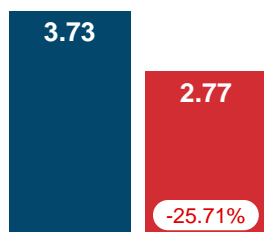
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

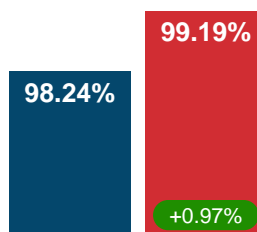
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

