



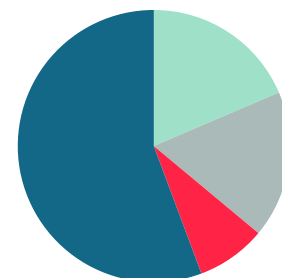
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	707	744	5.23%
Pending Listings	630	701	11.27%
New Listings	968	823	-14.98%
Average List Price	204,463	219,033	7.13%
Average Sale Price	199,492	213,545	7.04%
Average Percent of Selling Price to List Price	97.30%	97.32%	0.02%
Average Days on Market to Sale	47.26	35.78	-24.29%
End of Month Inventory	3,000	2,232	-25.60%
Months Supply of Inventory	3.56	2.62	-26.52%



■ Closed (18.56%)
■ Pending (17.49%)
■ Other OffMarket (8.26%)
■ Active (55.69%)

Absorption: Last 12 months, an Average of **852** Sales/Month
Active Inventory as of November 30, 2019 = **2,232**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **25.60%** to 2,232 existing homes available for sale. Over the last 12 months this area has had an average of 852 closed sales per month. This represents an unsold inventory index of **2.62** 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 **7.04%** in November 2019 to \$213,545 versus the previous year at \$199,492.

Average Days on Market Shortens

The average number of **35.78** days that homes spent on the market before selling decreased by 11.48 days or **24.29%** in November 2019 compared to last year's same month at **47.26** 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 823 New Listings in November 2019, down **14.98%** from last year at 968. Furthermore, there were 744 Closed Listings this month versus last year at 707, a **5.23%** increase.

Closed versus Listed trends yielded a **90.4%** ratio, up from previous year's, November 2018, at **73.0%**, a **23.77%** 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

November 2019



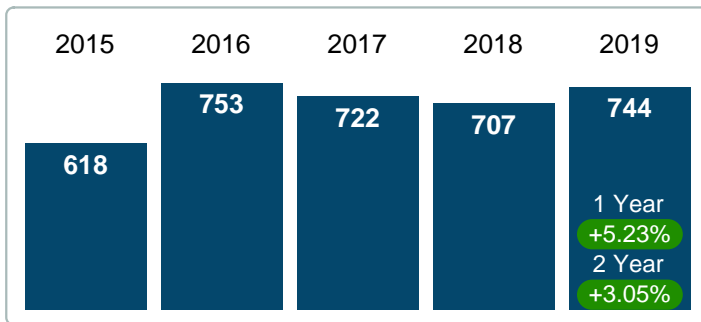
Area Delimited by County Of Tulsa - Residential Property Type



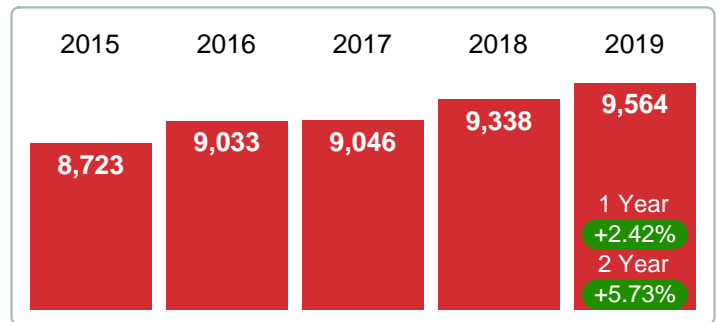
CLOSED LISTINGS

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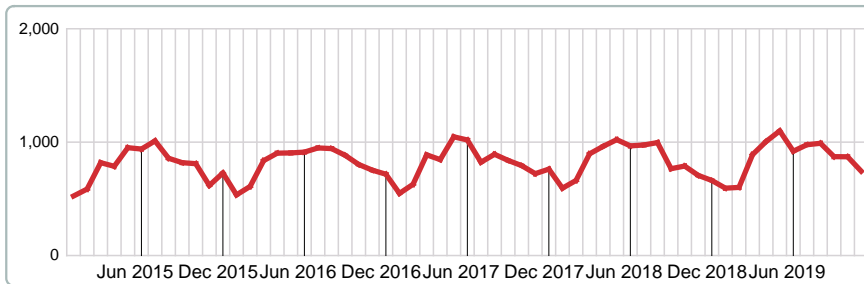
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

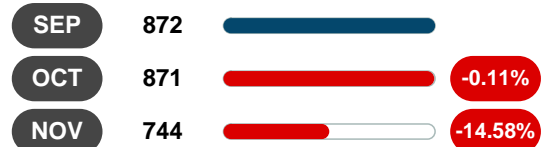


3 MONTHS

5 year NOV AVG = 709

High May 2019 1,099 Low Jan 2015 525

Closed Listings this month at **744**
above the 5 yr NOV average of **709**



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	76	10.22%	31.9	45	29	1	1
\$75,001 - \$100,000	50	6.72%	26.3	12	34	4	0
\$100,001 - \$150,000	149	20.03%	25.3	13	115	17	4
\$150,001 - \$200,000	175	23.52%	33.7	8	124	41	2
\$200,001 - \$250,000	100	13.44%	35.0	4	46	48	2
\$250,001 - \$375,000	112	15.05%	48.8	2	43	62	5
\$375,001 and up	82	11.02%	51.9	2	8	51	21
Total Closed Units	744			86	399	224	35
Total Closed Volume	158,877,192	100%	35.8	8.30M	68.16M	67.32M	15.10M
Average Closed Price	\$213,545			\$96,493	\$170,829	\$300,518	\$431,485

November 2019



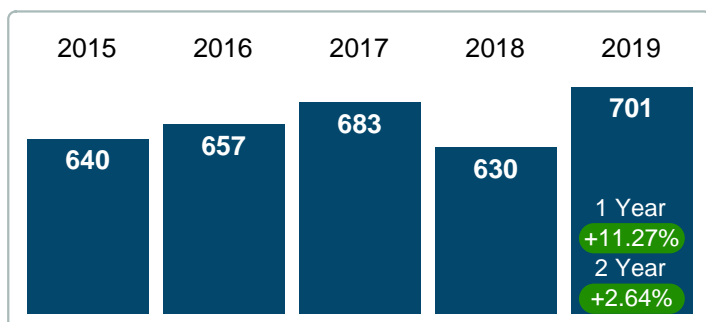
Area Delimited by County Of Tulsa - Residential Property Type



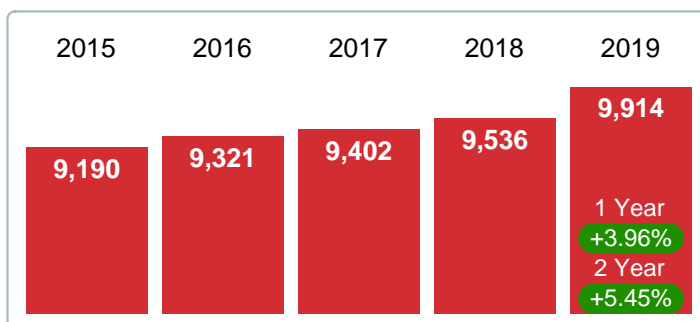
PENDING LISTINGS

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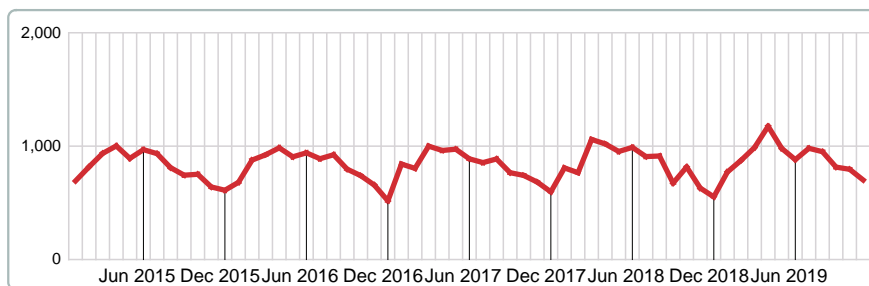
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

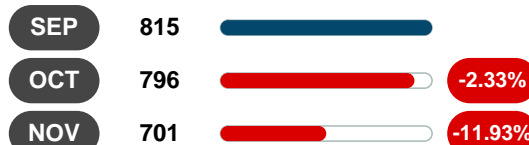


3 MONTHS

5 year NOV AVG = 662

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **701**
above the 5 yr NOV average of **662**



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	48	6.85%	34.8	23	25	0	0
\$75,001 - \$125,000	98	13.98%	30.7	20	71	6	1
\$125,001 - \$150,000	70	9.99%	21.9	5	57	6	2
\$150,001 - \$200,000	175	24.96%	35.2	9	117	48	1
\$200,001 - \$275,000	142	20.26%	38.9	1	74	59	8
\$275,001 - \$375,000	93	13.27%	57.6	3	43	34	13
\$375,001 and up	75	10.70%	58.9	0	17	36	22
Total Pending Units	701			61	404	189	47
Total Pending Volume	153,883,102	100%	39.6	6.46M	76.92M	53.46M	17.04M
Average Listing Price	\$220,726			\$105,979	\$190,391	\$282,879	\$362,479

November 2019



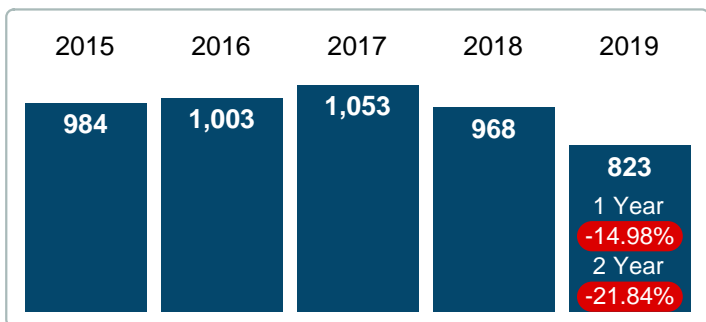
Area Delimited by County Of Tulsa - Residential Property Type



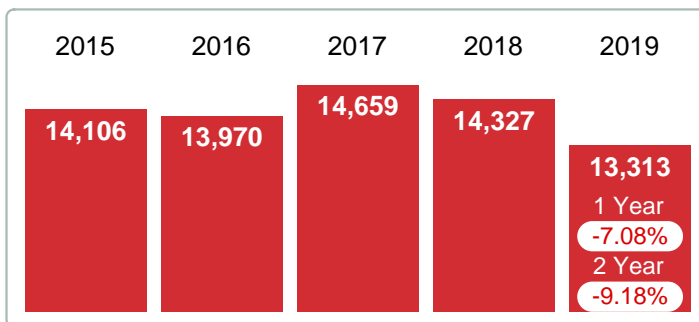
NEW LISTINGS

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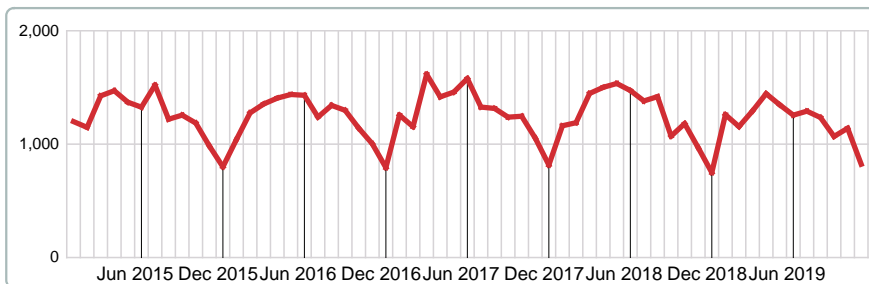
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

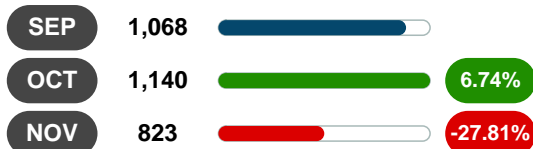


3 MONTHS

5 year NOV AVG = 966

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **823**
below the 5 yr NOV average of **966**



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	61	7.41%	31	27	2	1
\$75,001 - \$125,000	89	10.81%	23	59	7	0
\$125,001 - \$175,000	168	20.41%	11	132	23	2
\$175,001 - \$250,000	195	23.69%	4	116	71	4
\$250,001 - \$325,000	95	11.54%	2	38	49	6
\$325,001 - \$500,000	130	15.80%	3	28	73	26
\$500,001 and up	85	10.33%	0	15	34	36
Total New Listed Units	823		74	415	259	75
Total New Listed Volume	237,468,915	100%	7.93M	82.74M	93.54M	53.25M
Average New Listed Listing Price	\$234,070		\$107,169	\$199,371	\$361,176	\$710,063

November 2019



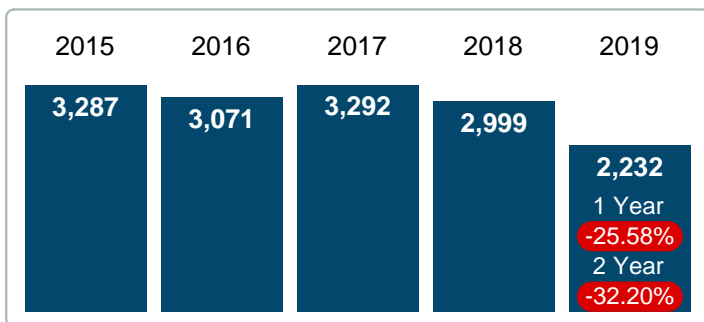
Area Delimited by County Of Tulsa - Residential Property Type



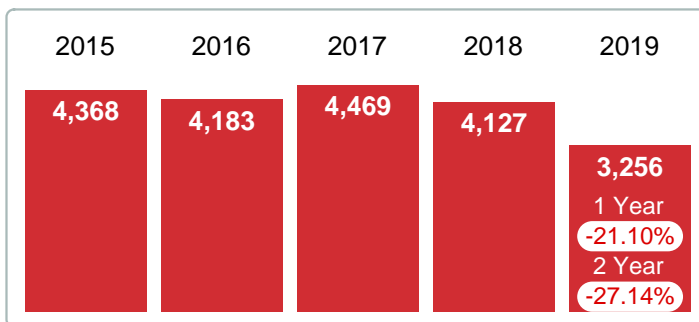
ACTIVE INVENTORY

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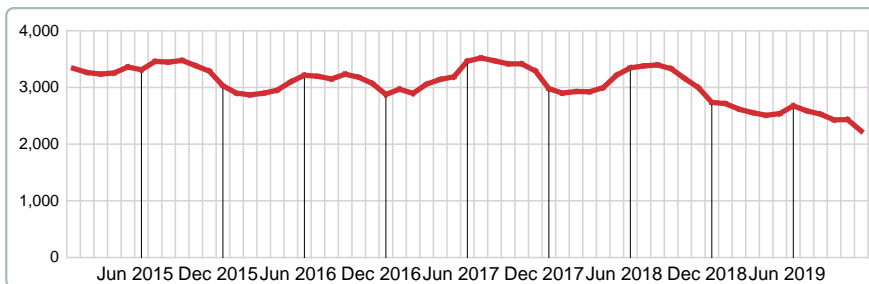
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2,976

High Jul 2017 3,520 Low Nov 2019 2,232

Inventory this month at **2,232**
below the 5 yr NOV average of **2,976**

SEP	2,428	<div style="width: 80%;"></div>
OCT	2,433	<div style="width: 80%;"></div> 0.21%
NOV	2,232	<div style="width: 75%;"></div> -8.26%

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	163	7.30%	85.2	85	65	12	1
\$75,001 - \$150,000	290	12.99%	62.2	65	200	21	4
\$150,001 - \$200,000	309	13.84%	67.7	26	202	79	2
\$200,001 - \$325,000	585	26.21%	70.0	24	235	291	35
\$325,001 - \$425,000	362	16.22%	78.4	7	88	219	48
\$425,001 - \$650,000	298	13.35%	78.4	2	56	172	68
\$650,001 and up	225	10.08%	79.3	1	13	96	115
Total Active Inventory by Units			2,232	210	859	890	273
Total Active Inventory by Volume			797,669,123	26.62M	198.81M	371.34M	200.90M
Average Active Inventory Listing Price			\$357,379	\$126,767	\$231,443	\$417,234	\$735,897

November 2019



Area Delimited by County Of Tulsa - 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 %
2,232	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	163	7.30%	1.94	2.13	1.64	2.72	3.00
\$75,001 - \$150,000	290	12.99%	1.26	1.86	1.17	0.97	1.85
\$150,001 - \$200,000	309	13.84%	1.54	2.21	1.46	1.67	0.62
\$200,001 - \$325,000	585	26.21%	2.59	3.24	2.64	2.52	2.51
\$325,001 - \$425,000	362	16.22%	6.01	5.25	5.47	6.14	6.70
\$425,001 - \$650,000	298	13.35%	8.56	8.00	7.81	9.42	7.42
\$650,001 and up	225	10.08%	13.37	4.00	5.57	10.57	22.26
Market Supply of Inventory (MSI)		2.62		2.19	1.85	3.54	6.63
Total Active Inventory by Units		2,232	100%	210	859	890	273

November 2019



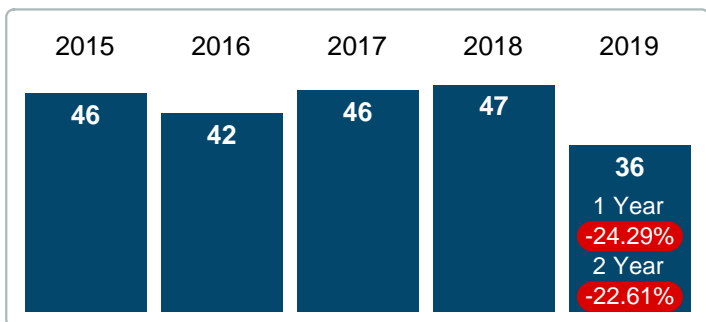
Area Delimited by County Of Tulsa - Residential Property Type



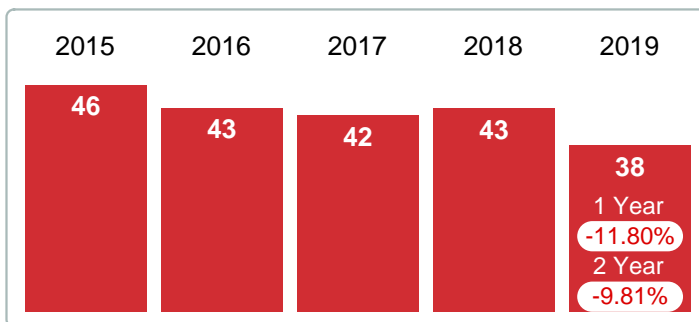
AVERAGE DAYS ON MARKET TO SALE

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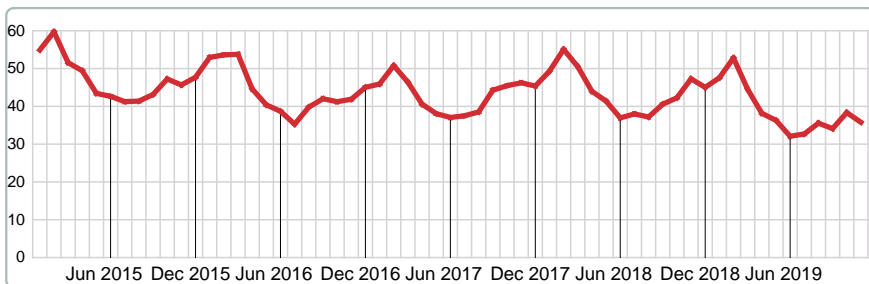
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43

High Feb 2015 60 Low Jun 2019 32

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 43



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	10.22%	32	38	22	72	1
\$75,001 - \$100,000	6.72%	26	22	24	58	0
\$100,001 - \$150,000	20.03%	25	35	22	40	16
\$150,001 - \$200,000	23.52%	34	51	31	39	31
\$200,001 - \$250,000	13.44%	35	43	31	39	18
\$250,001 - \$375,000	15.05%	49	26	52	44	93
\$375,001 and up	11.02%	52	50	24	55	55
Average Closed DOM		36	37	29	45	51
Total Closed Units	100%	36	86	399	224	35
Total Closed Volume		158,877,192	8.30M	68.16M	67.32M	15.10M

November 2019



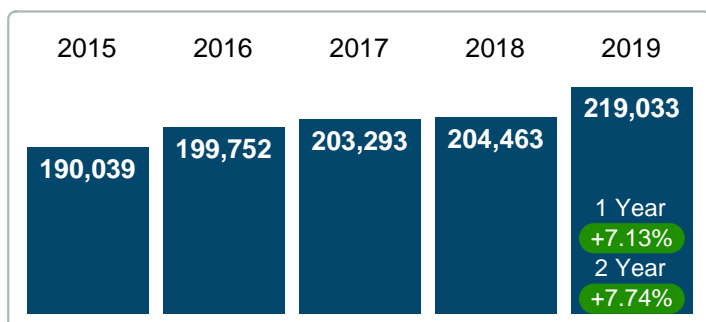
Area Delimited by County Of Tulsa - Residential Property Type



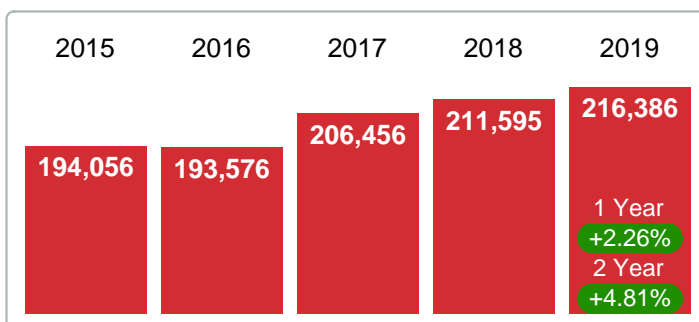
AVERAGE LIST PRICE AT CLOSING

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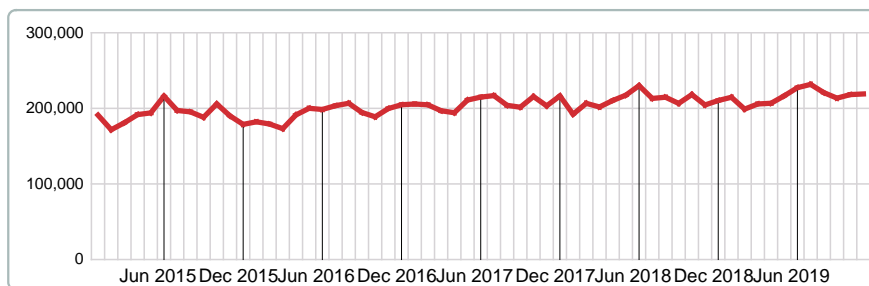
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 203,316

High Jul 2019 231,691 Low Feb 2015 171,717

Average List Price at Closing this month at **219,033**
above the 5 yr NOV average of **203,316**

SEP	213,499	
OCT	218,210	+2.21%
NOV	219,033	+0.38%

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	73	9.81%	47,689	48,899	48,703	35,900	
\$75,001 - \$100,000	52	6.99%	90,853	89,683	92,824	98,725	
\$100,001 - \$150,000	151	20.30%	130,995	126,438	131,579	127,273	
\$150,001 - \$200,000	174	23.39%	175,752	170,425	174,760	178,885	
\$200,001 - \$250,000	93	12.50%	225,951	219,875	227,588	230,447	
\$250,001 - \$375,000	119	15.99%	304,962	327,220	302,205	311,343	
\$375,001 and up	82	11.02%	574,269	407,450	581,344	561,833	
Average List Price		219,033		100,379	174,147	307,799	454,181
Total Closed Units		744	100%	86	399	224	35
Total Closed Volume		162,960,689		8.63M	69.48M	68.95M	15.90M



Area Delimited by County Of Tulsa - Residential Property Type

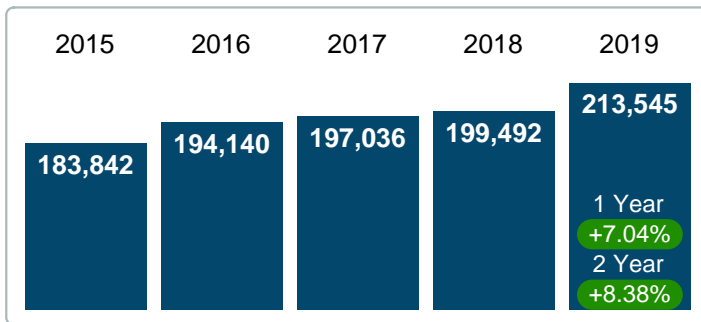


November 2019

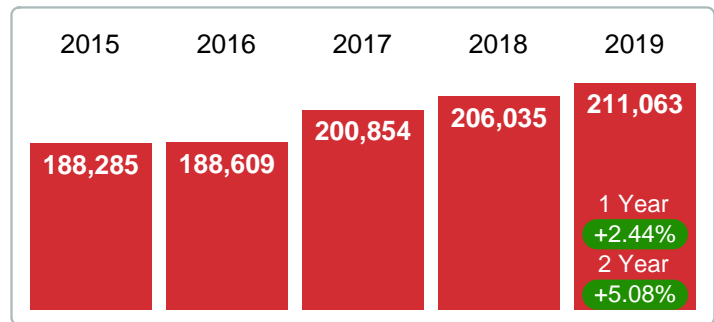
AVERAGE SOLD PRICE AT CLOSING

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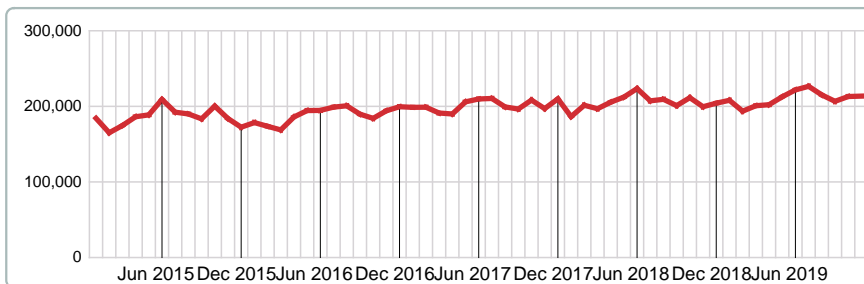
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

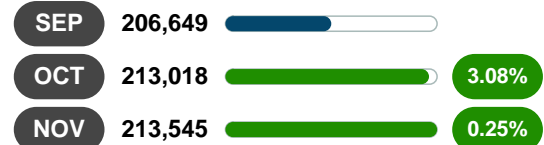


3 MONTHS

5 year NOV AVG = 197,611

High Jul 2019 226,480 Low Feb 2015 165,100

Average Sold Price at Closing this month at **213,545** above the 5 yr NOV average of **197,611**



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	10.22%	44,086	44,114	44,272	31,500	50,000
\$75,001 - \$100,000	6.72%	89,125	86,908	88,804	98,500	0
\$100,001 - \$150,000	20.03%	128,555	123,177	129,444	125,446	133,688
\$150,001 - \$200,000	23.52%	173,482	166,834	172,725	176,975	175,375
\$200,001 - \$250,000	13.44%	224,753	215,875	222,981	226,951	230,500
\$250,001 - \$375,000	15.05%	302,522	334,202	295,936	306,223	300,600
\$375,001 and up	11.02%	551,204	401,250	571,413	541,617	581,070
Average Sold Price		213,545	96,493	170,829	300,518	431,485
Total Closed Units	100%	744	86	399	224	35
Total Closed Volume		158,877,192	8.30M	68.16M	67.32M	15.10M

November 2019



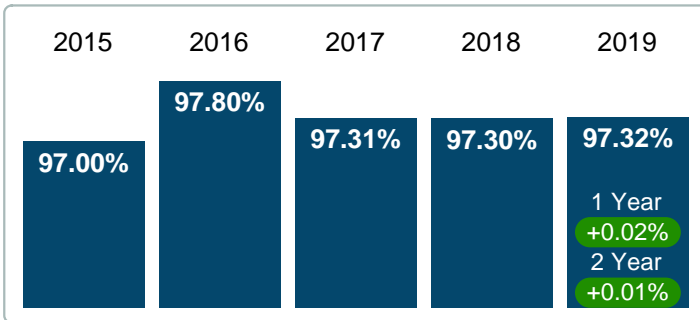
Area Delimited by County Of Tulsa - Residential Property Type



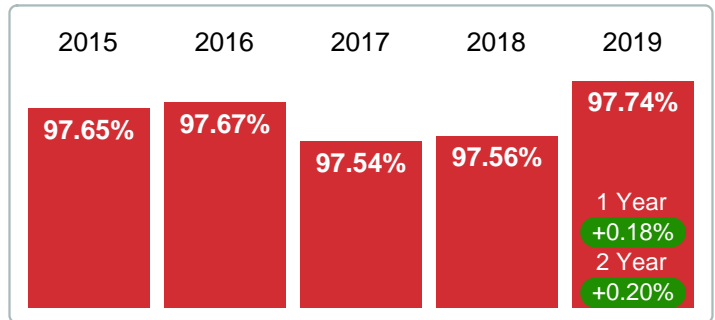
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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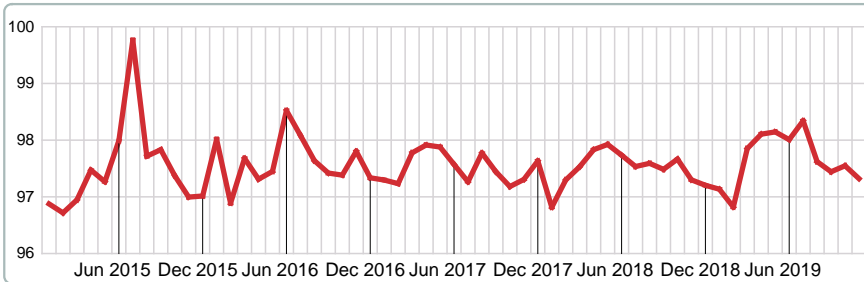
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

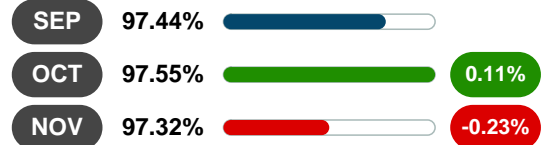


3 MONTHS

5 year NOV AVG = 97.35%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.32%**
equal to 5 yr NOV average of **97.35%**



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	76	10.22%	89.54%	89.93%	89.91%	87.74%	62.50%	
\$75,001 - \$100,000	50	6.72%	96.55%	97.12%	95.97%	99.78%	0.00%	
\$100,001 - \$150,000	149	20.03%	98.27%	97.53%	98.47%	98.95%	92.01%	
\$150,001 - \$200,000	175	23.52%	98.92%	97.89%	98.93%	99.01%	101.15%	
\$200,001 - \$250,000	100	13.44%	98.44%	98.43%	98.21%	98.63%	99.11%	
\$250,001 - \$375,000	112	15.05%	98.33%	102.17%	98.05%	98.43%	97.89%	
\$375,001 and up	82	11.02%	97.11%	98.45%	98.46%	97.04%	96.66%	
Average Sold/List Ratio		97.30%		93.70%	97.70%	98.28%	95.73%	
Total Closed Units		744	100%	97.30%	86	399	224	35
Total Closed Volume		158,877,192			8.30M	68.16M	67.32M	15.10M

November 2019



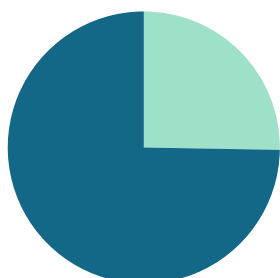
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

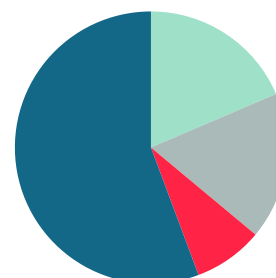


Inventory
 New Listings
823 = 25.28%
 Start Inventory
2,433
 Total Inventory Units
3,256
 Volume
\$1,097,040,958

Market Activity

Closed Sales
744 = 18.56%
 Pending Sales
701 = 17.49%
 Other Off Market
331 = 8.26%
 Active Inventory
2,232 = 55.69%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	707	744	5.23%	9,338	9,564	2.42%
Pending Sales	630	701	11.27%	9,536	9,914	3.96%
New Listings	968	823	-14.98%	14,327	13,313	-7.08%
Average List Price	204,463	219,033	7.13%	211,595	216,386	2.26%
Average Sale Price	199,492	213,545	7.04%	206,035	211,063	2.44%
Average Percent of Selling Price to List Price	97.30%	97.32%	0.02%	97.56%	97.74%	0.18%
Average Days on Market to Sale	47.26	35.78	-24.29%	43.19	38.09	-11.80%
Monthly Inventory	3,000	2,232	-25.60%	3,000	2,232	-25.60%
Months Supply of Inventory	3.56	2.62	-26.52%	3.56	2.62	-26.52%

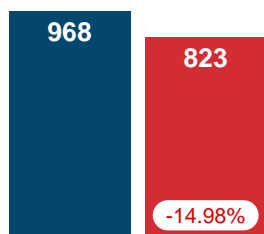
Absorption: Last 12 months, an Average of **852** Sales/Month

Inventory on November 30, 2019 = **2,232** 2018 2019

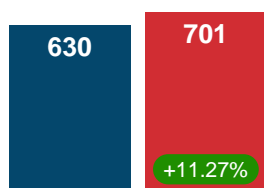
NOVEMBER MARKET

AVERAGE PRICES

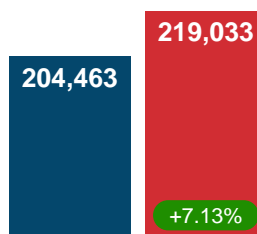
New Listings



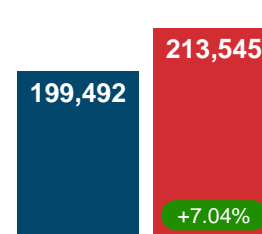
Pending Listings



List Price



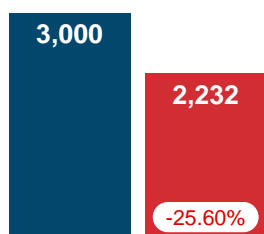
Sale Price



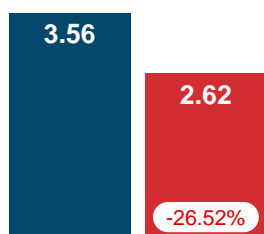
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

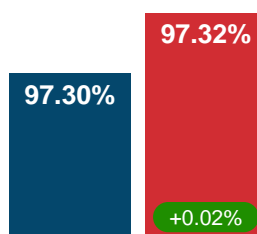
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

