



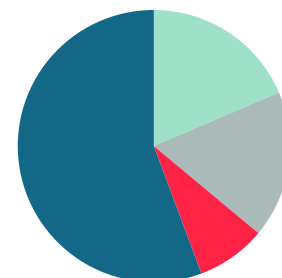
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	179,900	176,222	-2.04%
Median Sale Price	175,000	174,975	-0.01%
Median Percent of Selling Price to List Price	98.18%	98.96%	0.79%
Median Days on Market to Sale	32.00	15.00	-53.13%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.01%** in November 2019 to \$174,975 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 17.00 days or **53.13%** in November 2019 compared to last year's same month at **32.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices falling 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



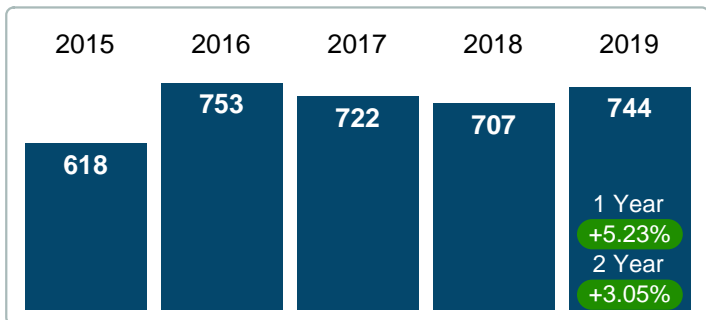
Area Delimited by County Of Tulsa - Residential Property Type



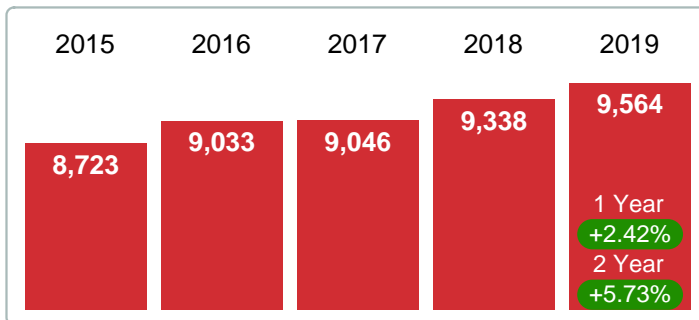
CLOSED LISTINGS

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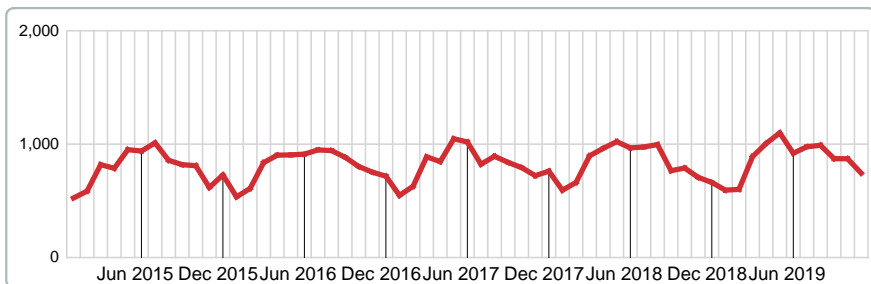
NOVEMBER



YEAR TO DATE (YTD)

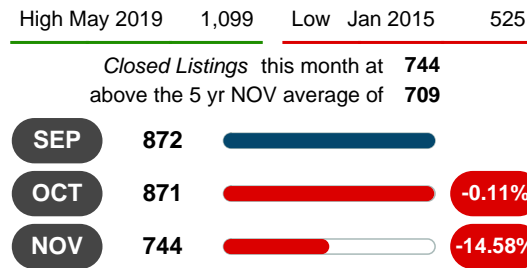


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 709



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	76	10.22%	15.5	45	29	1	1
\$75,001 - \$100,000	50	6.72%	8.5	12	34	4	0
\$100,001 - \$150,000	149	20.03%	8.0	13	115	17	4
\$150,001 - \$200,000	175	23.52%	19.0	8	124	41	2
\$200,001 - \$250,000	100	13.44%	18.0	4	46	48	2
\$250,001 - \$375,000	112	15.05%	25.0	2	43	62	5
\$375,001 and up	82	11.02%	29.5	2	8	51	21
Total Closed Units	744			86	399	224	35
Total Closed Volume	158,877,192	100%	15.0	8.30M	68.16M	67.32M	15.10M
Median Closed Price	\$174,975			\$72,000	\$159,000	\$252,941	\$401,000



Area Delimited by County Of Tulsa - Residential Property Type

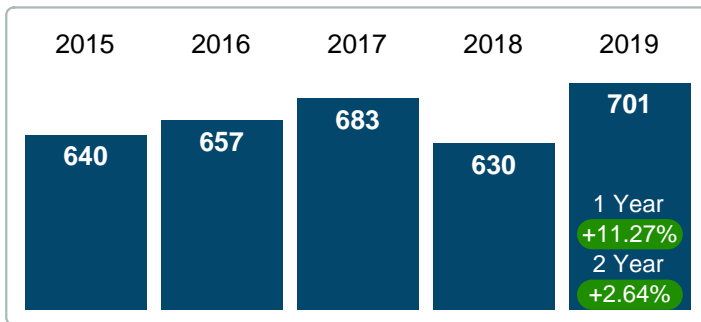


November 2019

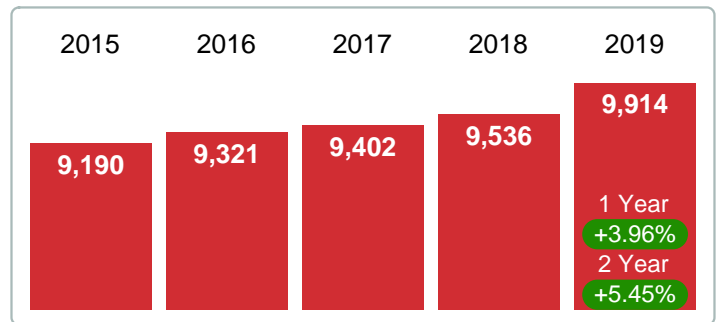
PENDING LISTINGS

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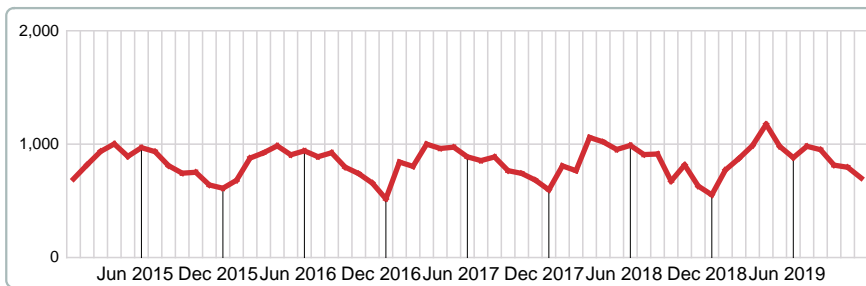
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

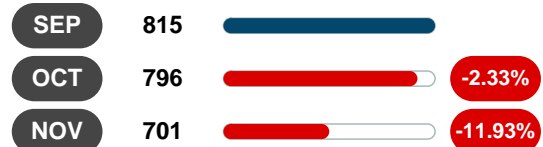


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	48	6.85%	19.0	23	25	0	0
\$75,001 - \$125,000	98	13.98%	18.0	20	71	6	1
\$125,001 - \$150,000	70	9.99%	9.0	5	57	6	2
\$150,001 - \$200,000	175	24.96%	16.0	9	117	48	1
\$200,001 - \$275,000	142	20.26%	17.5	1	74	59	8
\$275,001 - \$375,000	93	13.27%	52.0	3	43	34	13
\$375,001 and up	75	10.70%	47.0	0	17	36	22
Total Pending Units	701			61	404	189	47
Total Pending Volume	153,883,102	100%	20.0	6.46M	76.92M	53.46M	17.04M
Median Listing Price	\$192,000			\$88,400	\$173,752	\$239,900	\$349,900



Area Delimited by County Of Tulsa - Residential Property Type

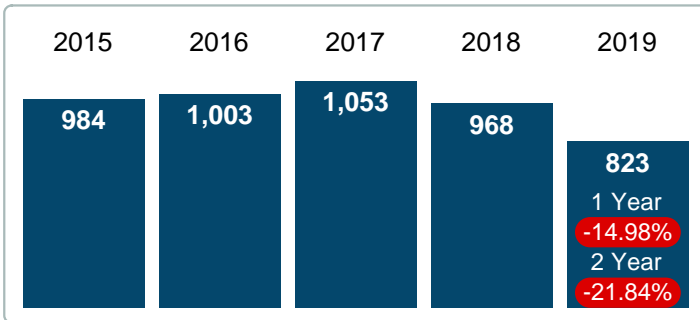


November 2019

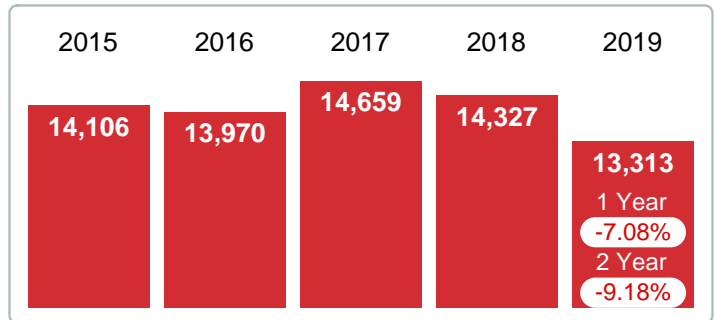
NEW LISTINGS

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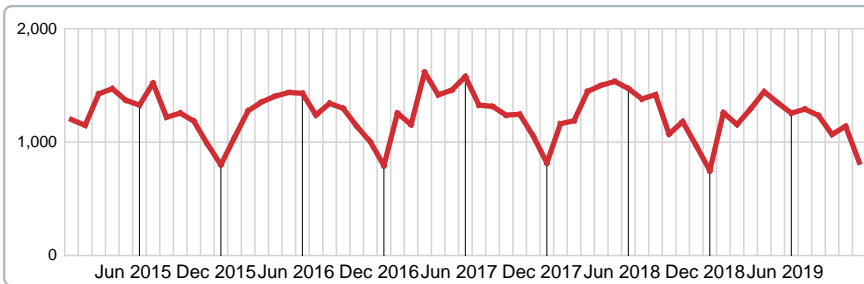
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

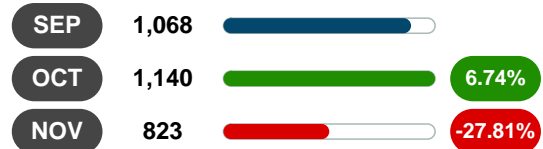


3 MONTHS

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
Median New Listed Listing Price	\$206,000		\$82,700	\$175,000	\$289,900	\$499,000

November 2019



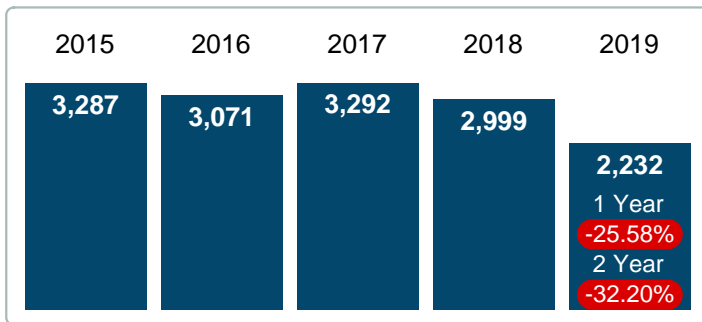
Area Delimited by County Of Tulsa - Residential Property Type



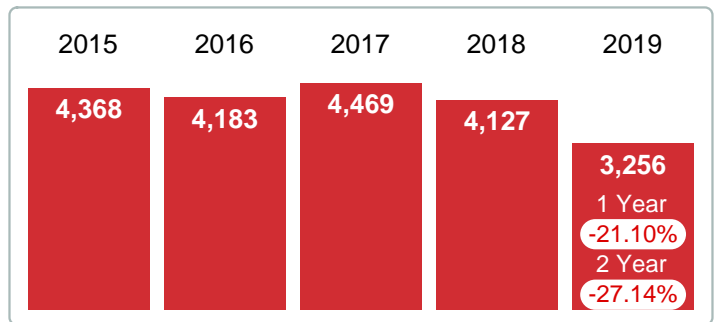
ACTIVE INVENTORY

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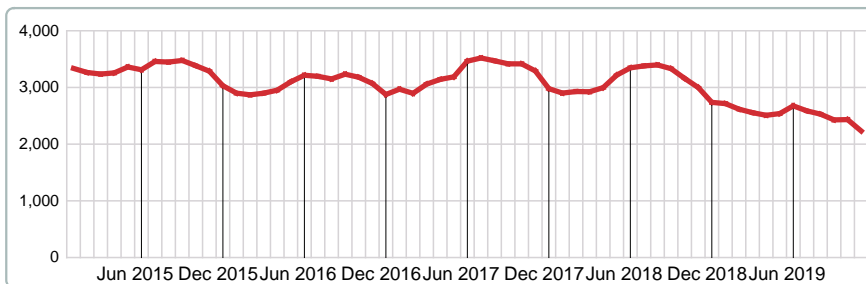
END OF NOVEMBER



ACTIVE DURING NOVEMBER

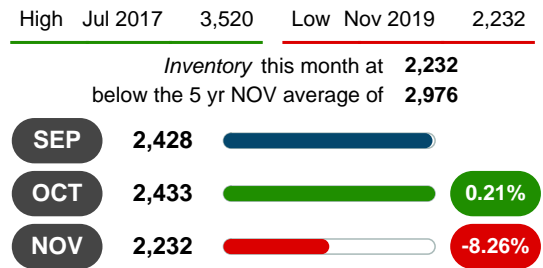


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2,976



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	163	7.30%	58.0	85	65	12	1
\$75,001 - \$150,000	290	12.99%	47.0	65	200	21	4
\$150,001 - \$200,000	309	13.84%	58.0	26	202	79	2
\$200,001 - \$325,000	585	26.21%	59.0	24	235	291	35
\$325,001 - \$425,000	362	16.22%	65.0	7	88	219	48
\$425,001 - \$650,000	298	13.35%	66.0	2	56	172	68
\$650,001 and up	225	10.08%	71.0	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
Median Active Inventory Listing Price			\$274,700	\$95,250	\$189,400	\$349,700	\$575,000

November 2019



Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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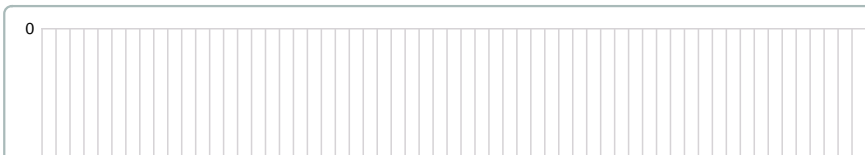
MSI FOR NOVEMBER

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		100%	2,232	210	859	890	273

November 2019



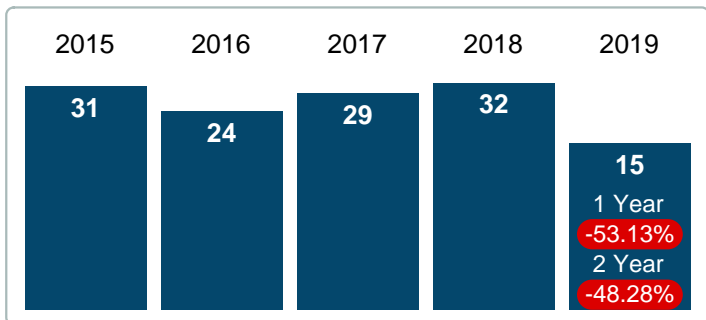
Area Delimited by County Of Tulsa - Residential Property Type



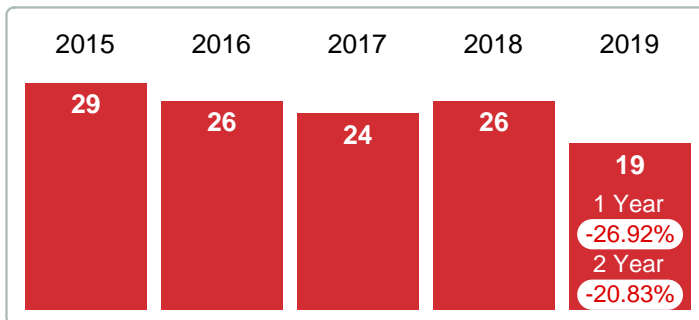
MEDIAN DAYS ON MARKET TO SALE

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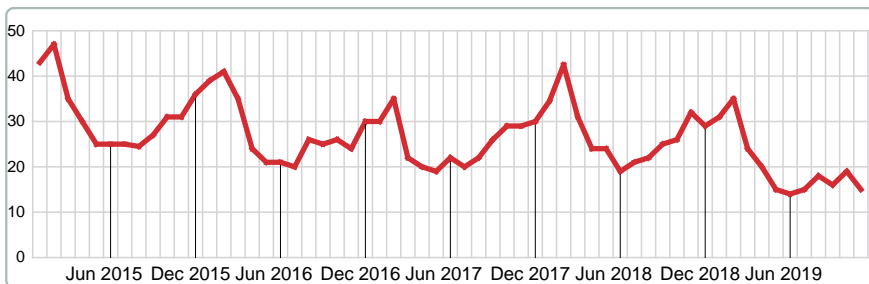
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

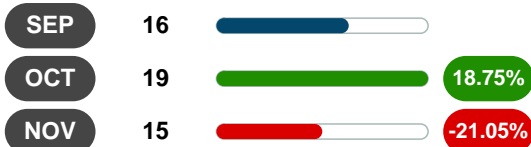


3 MONTHS

5 year NOV AVG = 26

High Feb 2015 47 Low Jun 2019 14

Median Days on Market to Sale this month at 15 below the 5 yr NOV average of 26



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
\$75,000 and less	10.22%	16	18	10	72	1
\$75,001 - \$100,000	6.72%	9	7	10	28	0
\$100,001 - \$150,000	20.03%	8	10	8	10	16
\$150,001 - \$200,000	23.52%	19	42	13	26	31
\$200,001 - \$250,000	13.44%	18	16	15	23	18
\$250,001 - \$375,000	15.05%	25	26	28	24	90
\$375,001 and up	11.02%	30	50	5	36	30
Median Closed DOM		15	18	11	24	26
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



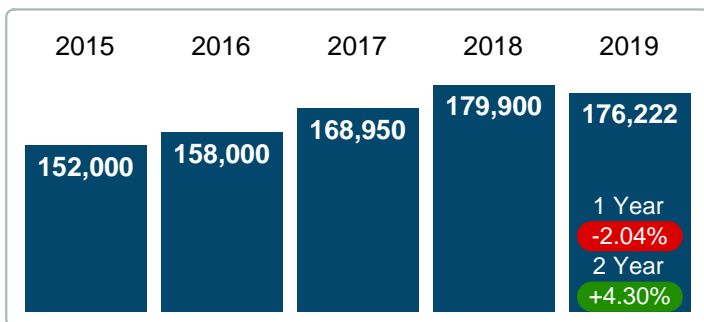
Area Delimited by County Of Tulsa - Residential Property Type



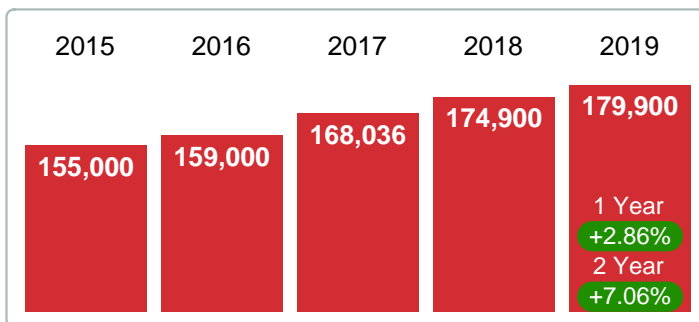
MEDIAN LIST PRICE AT CLOSING

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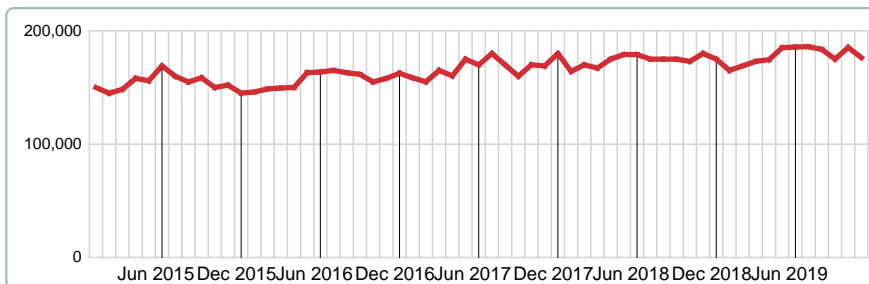
NOVEMBER



YEAR TO DATE (YTD)

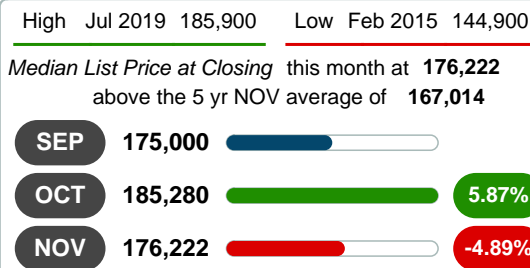


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 167,014



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	
\$75,000 and less	73	9.81%	48,500	47,450	49,900	35,900	
\$75,001 - \$100,000	52	6.99%	91,000	85,000	92,500	98,900	
\$100,001 - \$150,000	151	20.30%	132,500	125,000	132,500	129,999	
\$150,001 - \$200,000	174	23.39%	175,000	170,500	171,000	179,900	
\$200,001 - \$250,000	93	12.50%	225,000	224,500	222,450	226,000	
\$250,001 - \$375,000	119	15.99%	299,000	288,000	295,843	303,450	
\$375,001 and up	82	11.02%	472,500	407,450	459,000	475,000	
Median List Price		176,222		78,000	159,900	256,950	409,500
Total Closed Units		744	100%	86	399	224	35
Total Closed Volume		162,960,689		8.63M	69.48M	68.95M	15.90M

November 2019



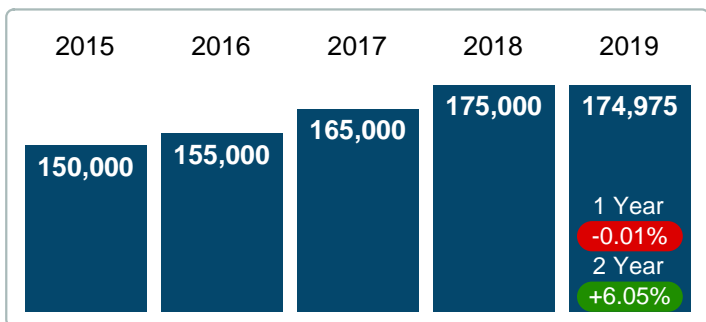
Area Delimited by County Of Tulsa - Residential Property Type



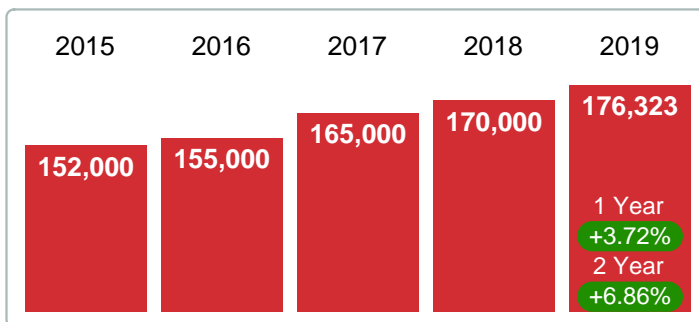
MEDIAN SOLD PRICE AT CLOSING

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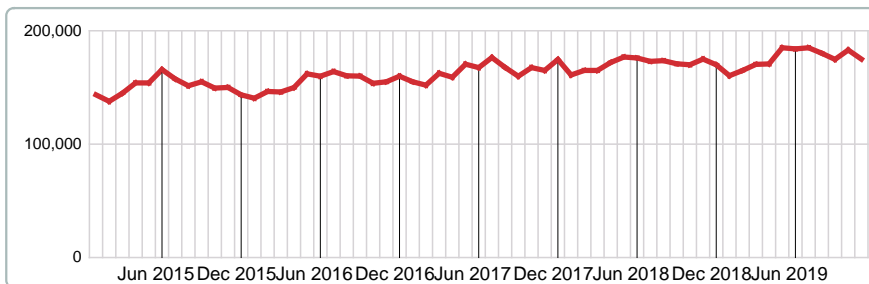
NOVEMBER



YEAR TO DATE (YTD)

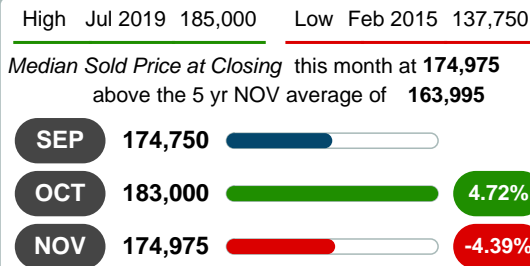


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163,995



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
\$75,000 and less	10.22%	42,750	43,000	42,000	31,500	50,000
\$75,001 - \$100,000	6.72%	89,500	84,000	89,750	98,500	0
\$100,001 - \$150,000	20.03%	129,500	117,500	130,000	123,000	140,250
\$150,001 - \$200,000	23.52%	172,000	164,588	170,000	179,000	175,375
\$200,001 - \$250,000	13.44%	224,950	207,250	221,500	228,500	230,500
\$250,001 - \$375,000	15.05%	297,250	334,202	287,500	303,500	310,000
\$375,001 and up	11.02%	457,748	401,250	457,375	460,000	460,000
Median Sold Price		174,975	72,000	159,000	252,941	401,000
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



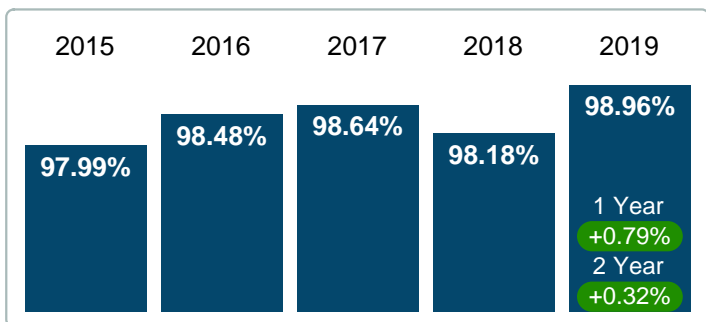
Area Delimited by County Of Tulsa - Residential Property Type



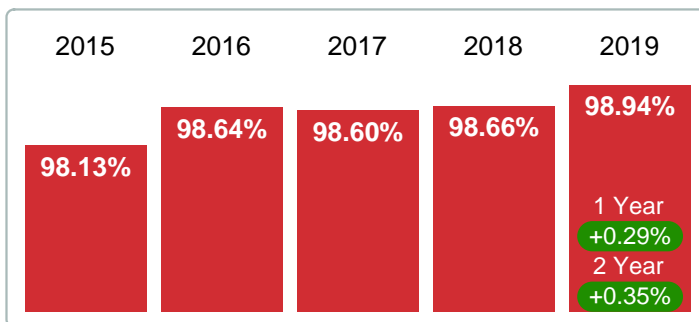
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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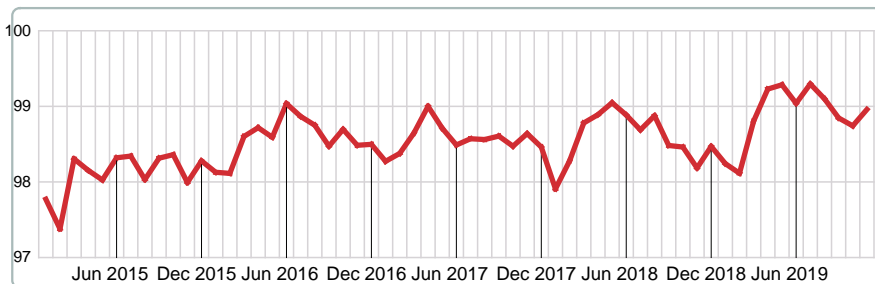
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

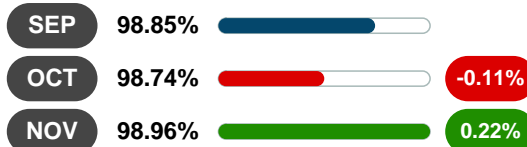


3 MONTHS

5 year NOV AVG = 98.45%

High Jul 2019 99.30% Low Feb 2015 97.38%

Median Sold/List Ratio this month at **98.96%**
above the 5 yr NOV average of **98.45%**



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
\$75,000 and less	76	10.22%	90.41%	91.49%	88.57%	87.74%	62.50%
\$75,001 - \$100,000	50	6.72%	98.31%	98.31%	96.44%	100.00%	0.00%
\$100,001 - \$150,000	149	20.03%	100.00%	97.78%	100.00%	99.66%	92.63%
\$150,001 - \$200,000	175	23.52%	100.00%	98.18%	100.00%	100.00%	101.15%
\$200,001 - \$250,000	100	13.44%	100.00%	98.88%	100.00%	100.00%	99.11%
\$250,001 - \$375,000	112	15.05%	98.99%	102.17%	99.46%	98.99%	97.85%
\$375,001 and up	82	11.02%	97.81%	98.45%	98.02%	97.70%	98.18%
Median Sold/List Ratio		98.96%		96.41%	99.64%	99.08%	98.18%
Total Closed Units		744	100%	86	399	224	35
Total Closed Volume		158,877,192		8.30M	68.16M	67.32M	15.10M

November 2019



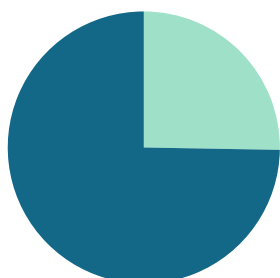
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

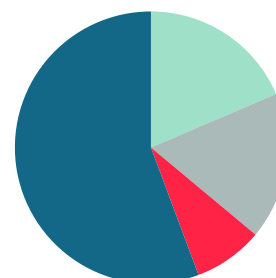
- New Listings **823 = 25.28%**
- Start Inventory **2,433**
- Total Inventory Units **3,256**
- Volume **\$1,097,040,958**

Market Activity

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%
Median List Price	179,900	176,222	-2.04%	174,900	179,900	2.86%
Median Sale Price	175,000	174,975	-0.01%	170,000	176,323	3.72%
Median Percent of Selling Price to List Price	98.18%	98.96%	0.79%	98.66%	98.94%	0.29%
Median Days on Market to Sale	32.00	15.00	-53.13%	26.00	19.00	-26.92%
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%

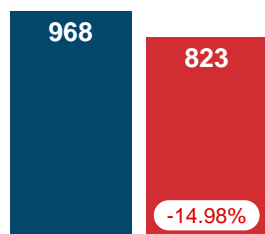
Absorption: Last 12 months, an Average of **852** Sales/Month

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

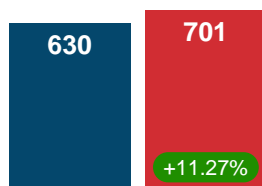
NOVEMBER MARKET

MEDIAN PRICES

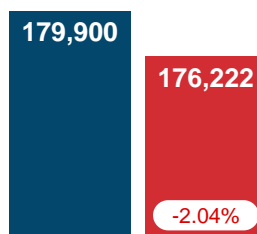
New Listings



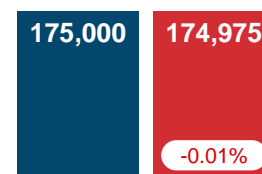
Pending Listings



List Price



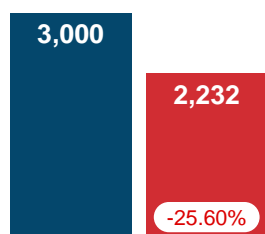
Sale Price



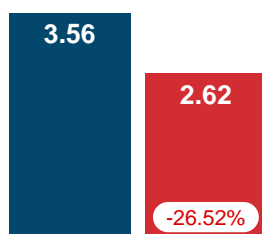
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

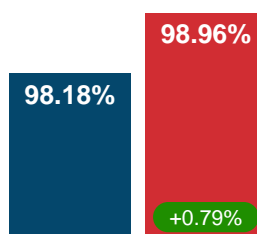
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

