

November 2020



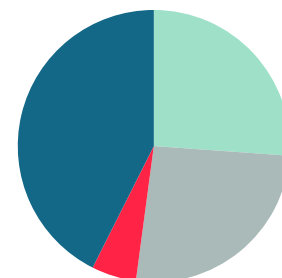
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	1,119	1,280	14.39%
Pending Listings	1,006	1,272	26.44%
New Listings	1,234	1,295	4.94%
Average List Price	213,866	249,238	16.54%
Average Sale Price	208,868	246,214	17.88%
Average Percent of Selling Price to List Price	97.65%	99.13%	1.52%
Average Days on Market to Sale	38.19	23.93	-37.36%
End of Month Inventory	3,400	2,085	-38.68%
Months Supply of Inventory	2.77	1.59	-42.72%



■ Closed (26.14%)
■ Pending (25.98%)
■ Other OffMarket (5.31%)
■ Active (42.58%)

Absorption: Last 12 months, an Average of **1,314** Sales/Month
Active Inventory as of November 30, 2020 = **2,085**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **38.68%** to 2,085 existing homes available for sale. Over the last 12 months this area has had an average of 1,314 closed sales per month. This represents an unsold inventory index of **1.59** 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 **17.88%** in November 2020 to \$246,214 versus the previous year at \$208,868.

Average Days on Market Shortens

The average number of **23.93** days that homes spent on the market before selling decreased by 14.27 days or **37.36%** in November 2020 compared to last year's same month at **38.19** DOM.

Sales Success for November 2020 is Positive

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

There were 1,295 New Listings in November 2020, up **4.94%** from last year at 1,234. Furthermore, there were 1,280 Closed Listings this month versus last year at 1,119, a **14.39%** increase.

Closed versus Listed trends yielded a **98.8%** ratio, up from previous year's, November 2019, at **90.7%**, a **9.00%** 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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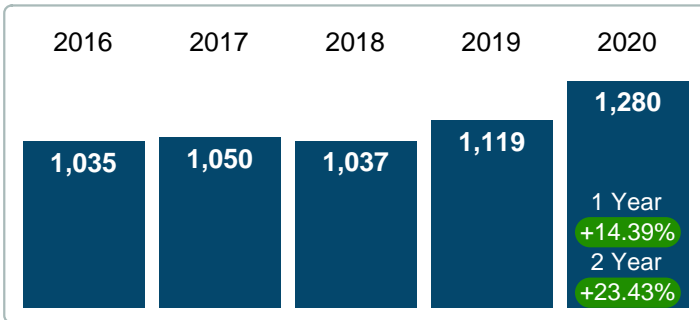
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



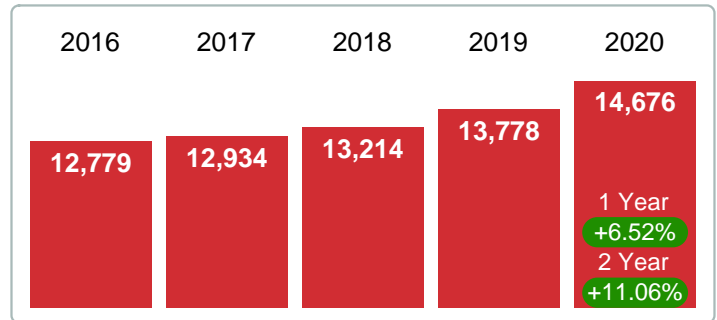
CLOSED LISTINGS

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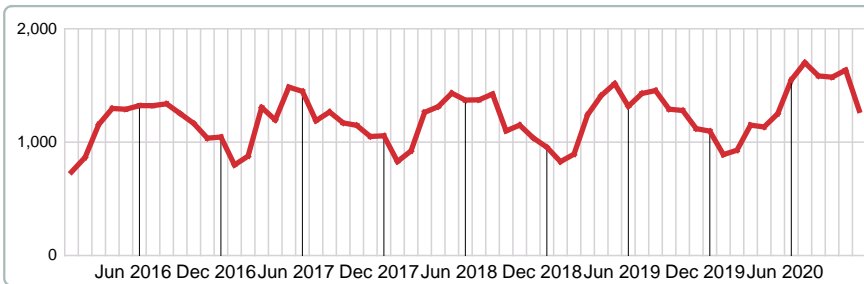
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

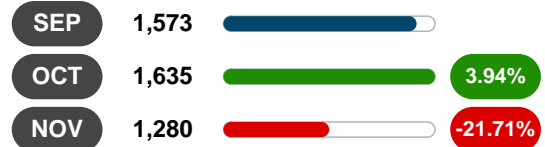


3 MONTHS

5 year NOV AVG = 1,104

High Jul 2020 1,701 Low Jan 2016 737

Closed Listings this month at 1,280 above the 5 yr NOV average of 1,104



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	78	6.09%	31.7	36	35	6	1
\$75,001 - \$125,000	131	10.23%	21.8	33	85	11	2
\$125,001 - \$175,000	262	20.47%	12.0	22	214	24	2
\$175,001 - \$225,000	270	21.09%	15.6	15	178	72	5
\$225,001 - \$300,000	246	19.22%	24.2	14	109	111	12
\$300,001 - \$400,000	160	12.50%	39.0	5	48	93	14
\$400,001 and up	133	10.39%	43.1	2	28	71	32
Total Closed Units	1,280			127	697	388	68
Total Closed Volume	315,153,636	100%	23.9	17.82M	140.97M	123.52M	32.84M
Average Closed Price	\$246,214			\$140,302	\$202,251	\$318,356	\$483,007

November 2020



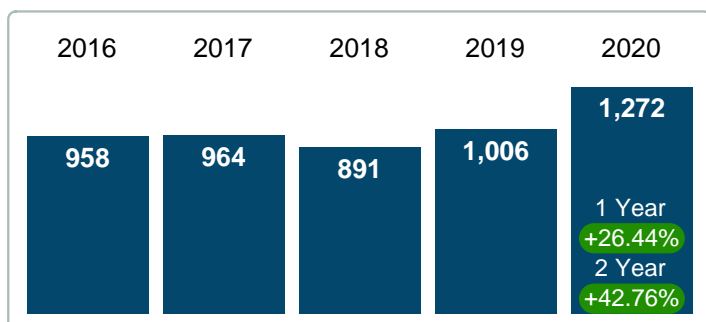
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



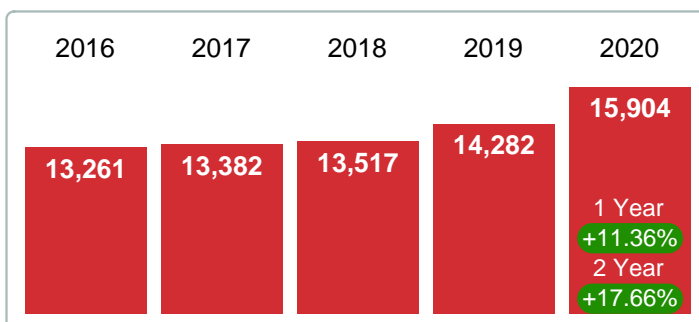
PENDING LISTINGS

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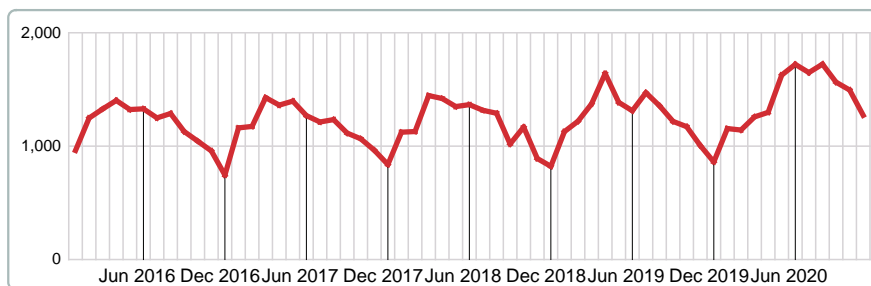
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

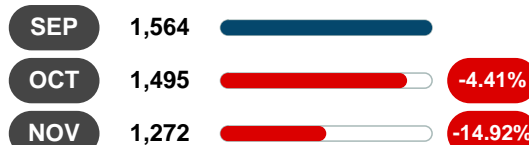


3 MONTHS

5 year NOV AVG = 1,018

High Aug 2020 1,723 Low Dec 2016 745

Pending Listings this month at 1,272 above the 5 yr NOV average of 1,018



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	85	6.68%	38.9	38	39	7	1
\$75,001 - \$125,000	134	10.53%	24.1	35	88	10	1
\$125,001 - \$175,000	261	20.52%	22.4	15	217	28	1
\$175,001 - \$225,000	266	20.91%	24.1	19	190	55	2
\$225,001 - \$300,000	231	18.16%	31.1	4	103	115	9
\$300,001 - \$375,000	138	10.85%	44.3	2	41	79	16
\$375,001 and up	157	12.34%	49.8	3	31	84	39
Total Pending Units	1,272			116	709	378	69
Total Pending Volume	300,823,595	100%	31.6	14.47M	138.03M	117.53M	30.79M
Average Listing Price	\$237,327			\$124,753	\$194,689	\$310,917	\$446,250

November 2020



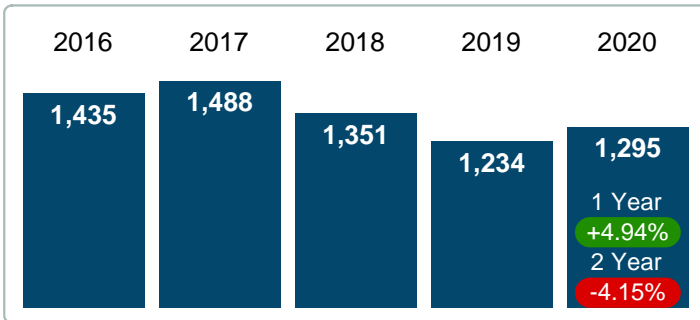
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



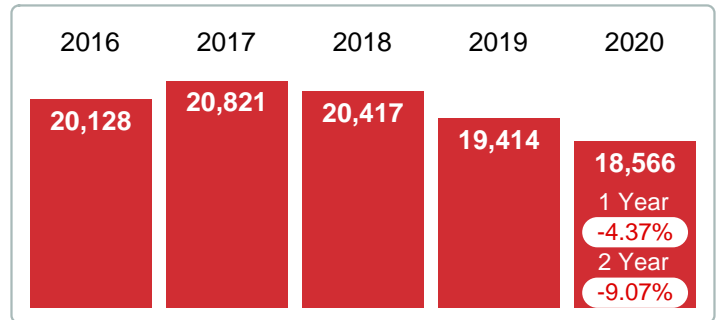
NEW LISTINGS

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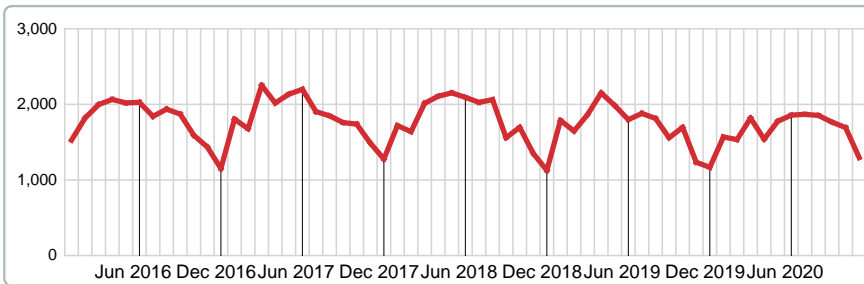
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

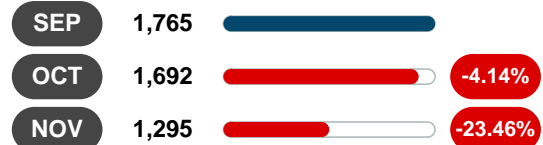


3 MONTHS

5 year NOV AVG = 1,361

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

New Listings this month at 1,295 below the 5 yr NOV average of 1,361



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	106	8.19%	62	38	6	0
\$75,001 - \$125,000	143	11.04%	34	94	13	2
\$125,001 - \$150,000	112	8.65%	11	85	16	0
\$150,001 - \$225,000	395	30.50%	31	277	84	3
\$225,001 - \$325,000	249	19.23%	12	115	109	13
\$325,001 - \$450,000	162	12.51%	2	56	89	15
\$450,001 and up	128	9.88%	2	29	59	38
Total New Listed Units	1,295		154	694	376	71
Total New Listed Volume	345,756,593	100%	18.90M	147.82M	126.02M	53.02M
Average New Listed Listing Price	\$245,291		\$122,745	\$212,992	\$335,149	\$746,780

November 2020



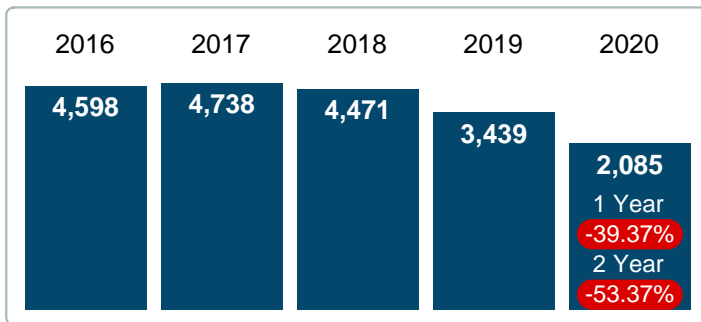
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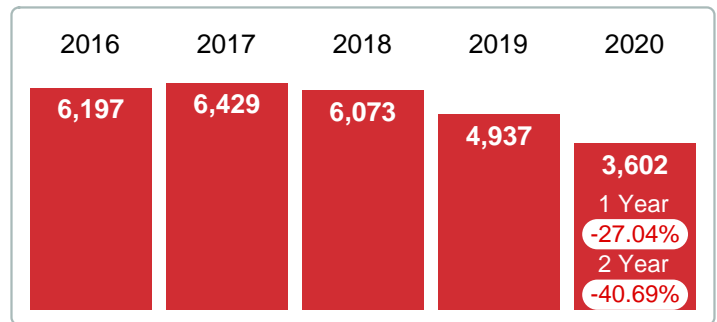
ACTIVE INVENTORY

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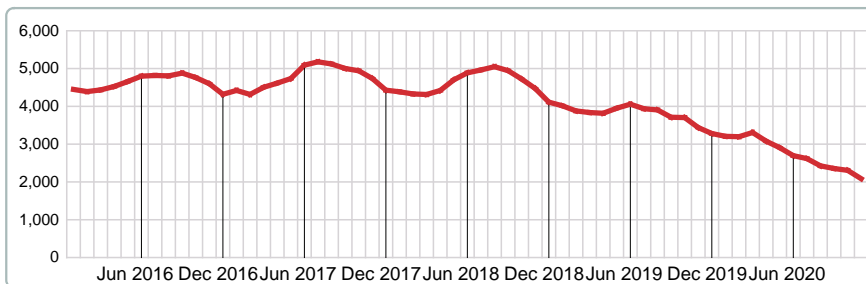
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3,866

High Jul 2017 5,178 Low Nov 2020 2,085

Inventory this month at 2,085
below the 5 yr NOV average of 3,866



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	74	3.55%	91.4	48	25	1	0
\$50,001 - \$125,000	354	16.98%	73.0	116	192	40	6
\$125,001 - \$175,000	234	11.22%	53.2	23	171	38	2
\$175,001 - \$325,000	597	28.63%	62.1	50	294	222	31
\$325,001 - \$425,000	314	15.06%	77.4	10	106	166	32
\$425,001 - \$675,000	291	13.96%	80.8	9	65	143	74
\$675,001 and up	221	10.60%	91.8	3	27	85	106
Total Active Inventory by Units	2,085			259	880	695	251
Total Active Inventory by Volume	780,558,438	100%	72.1	38.13M	217.32M	303.45M	221.66M
Average Active Inventory Listing Price	\$374,369			\$147,205	\$246,959	\$436,624	\$883,088

November 2020



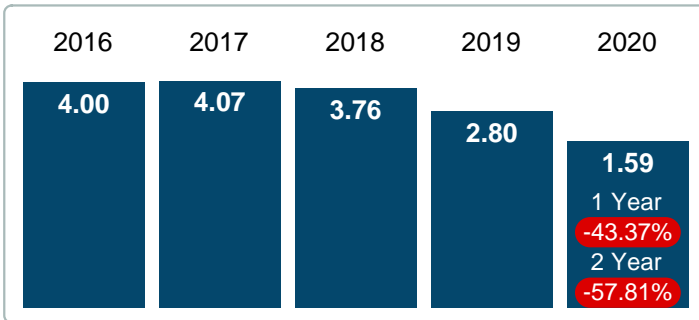
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



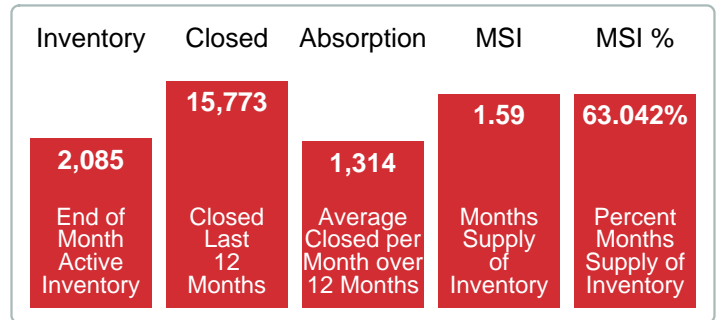
MONTHS SUPPLY of INVENTORY (MSI)

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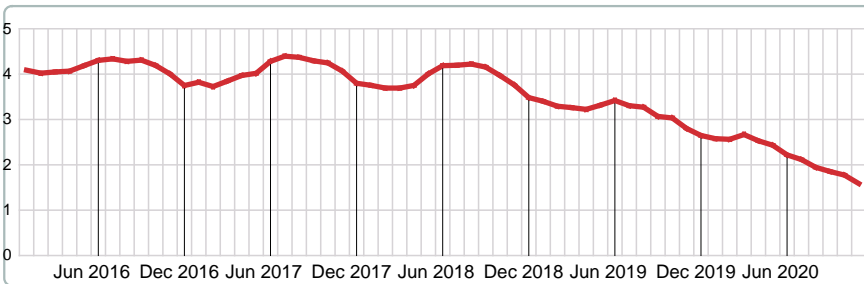
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

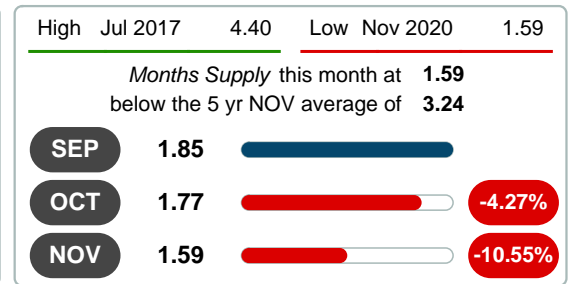


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.24



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	74	3.55%	1.47	1.75	1.30	0.30	0.00
\$50,001 - \$125,000	354	16.98%	1.72	2.13	1.44	2.36	4.24
\$125,001 - \$175,000	234	11.22%	0.81	1.07	0.74	1.12	0.96
\$175,001 - \$325,000	597	28.63%	1.09	2.45	1.05	1.00	1.32
\$325,001 - \$425,000	314	15.06%	2.51	5.45	3.09	2.25	2.11
\$425,001 - \$675,000	291	13.96%	3.86	15.43	4.84	3.33	4.02
\$675,001 and up	221	10.60%	9.44	9.00	9.00	7.56	12.00
Market Supply of Inventory (MSI)			1.59	2.05	1.23	1.72	3.60
Total Active Inventory by Units		100%	1.59	259	880	695	251

November 2020



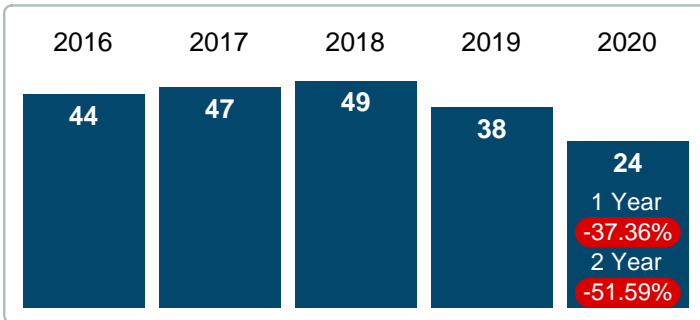
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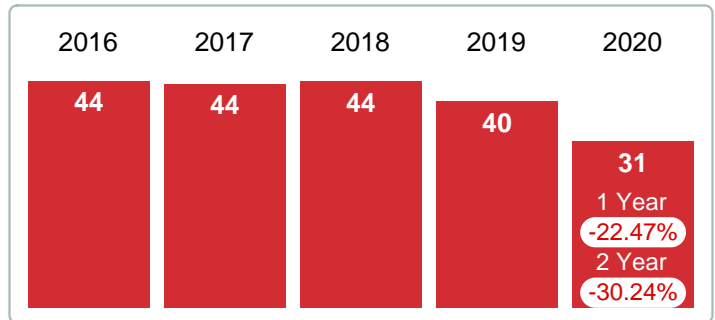
AVERAGE DAYS ON MARKET TO SALE

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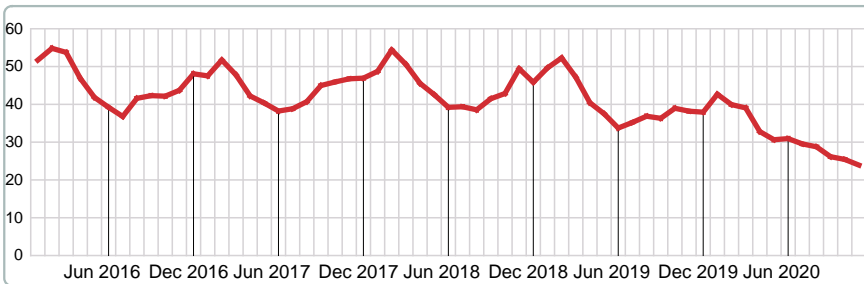
NOVEMBER



YEAR TO DATE (YTD)

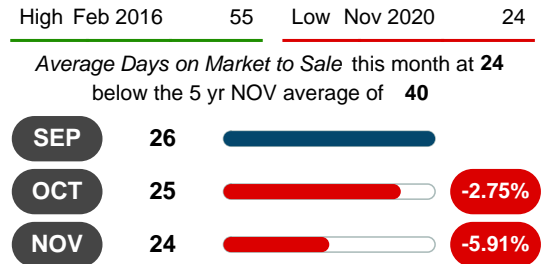


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6.09%	32	30	27	62	63
\$75,001 - \$125,000	10.23%	22	26	19	29	26
\$125,001 - \$175,000	20.47%	12	7	11	24	41
\$175,001 - \$225,000	21.09%	16	18	13	22	20
\$225,001 - \$300,000	19.22%	24	30	29	19	29
\$300,001 - \$400,000	12.50%	39	15	42	37	52
\$400,001 and up	10.39%	43	32	40	42	49
Average Closed DOM		24	23	19	29	43
Total Closed Units	1,280	100%	127	697	388	68
Total Closed Volume	315,153,636		17.82M	140.97M	123.52M	32.84M

November 2020



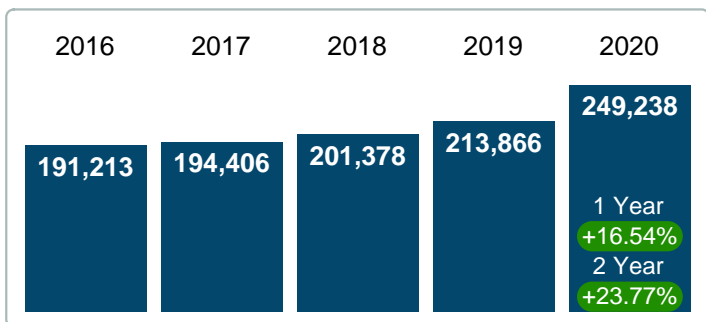
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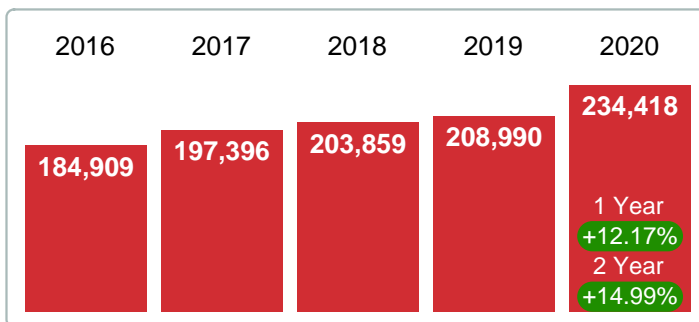
AVERAGE LIST PRICE AT CLOSING

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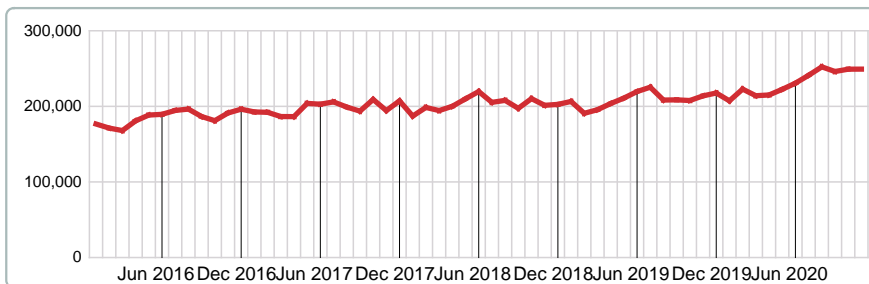
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

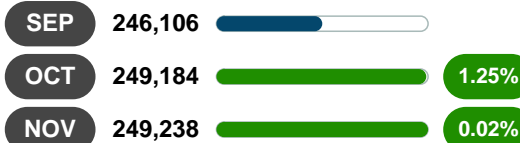


3 MONTHS

5 year NOV AVG = 210,020

High Aug 2020 252,223 Low Mar 2016 167,971

Average List Price at Closing this month at **249,238** above the 5 yr NOV average of **210,020**



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	74	5.78%	55,559	54,847	59,123	67,915	55,000
\$75,001 - \$125,000	140	10.94%	104,904	98,398	105,962	113,245	110,000
\$125,001 - \$175,000	250	19.53%	152,093	151,586	152,235	159,665	156,900
\$175,001 - \$225,000	273	21.33%	200,469	209,633	199,183	204,323	197,360
\$225,001 - \$300,000	246	19.22%	262,384	272,367	258,781	266,967	268,492
\$300,001 - \$400,000	164	12.81%	349,232	333,780	349,981	353,000	336,386
\$400,001 and up	133	10.39%	644,017	490,450	643,347	600,051	748,813
Average List Price			249,238	143,023	203,915	322,841	492,190
Total Closed Units			1,280	127	697	388	68
Total Closed Volume			319,024,044	18.16M	142.13M	125.26M	33.47M

November 2020



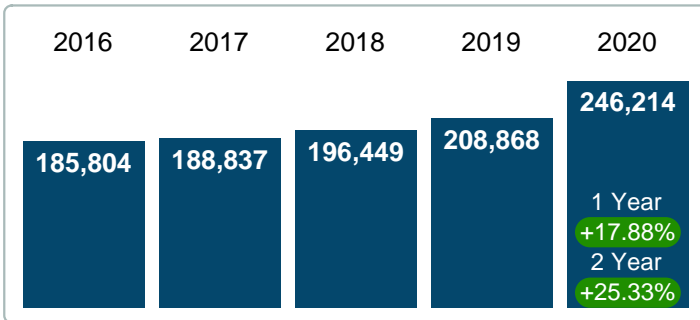
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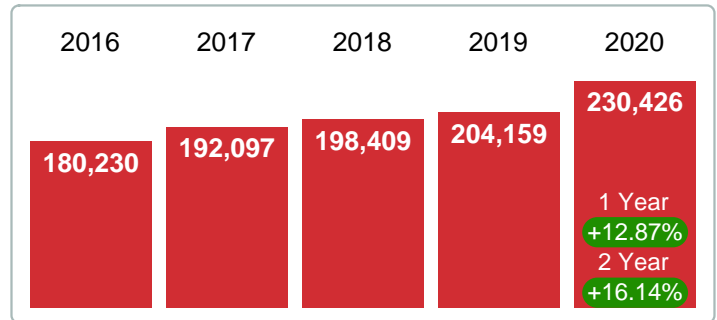
AVERAGE SOLD PRICE AT CLOSING

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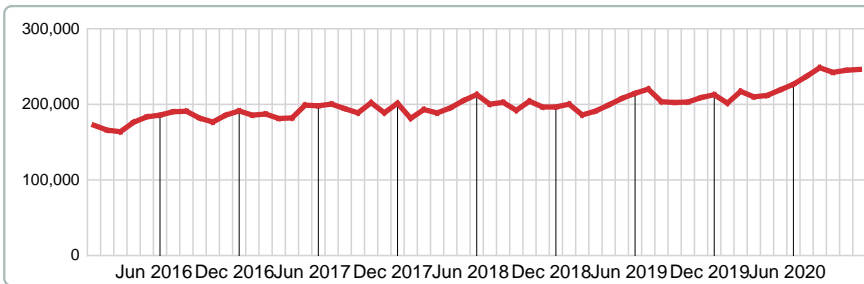
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

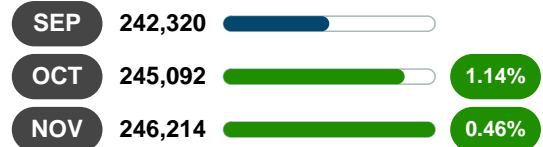


3 MONTHS

5 year NOV AVG = 205,234

High Aug 2020 248,457 Low Mar 2016 163,799

Average Sold Price at Closing this month at **246,214** above the 5 yr NOV average of **205,234**



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	78	6.09%	53,569	52,342	53,716	59,833	55,000
\$75,001 - \$125,000	131	10.23%	103,683	97,424	105,462	108,415	105,275
\$125,001 - \$175,000	262	20.47%	152,279	152,371	151,624	157,781	155,400
\$175,001 - \$225,000	270	21.09%	199,990	205,260	199,021	201,580	195,780
\$225,001 - \$300,000	246	19.22%	261,345	263,352	256,663	265,333	264,658
\$300,001 - \$400,000	160	12.50%	346,932	330,200	346,460	350,038	333,893
\$400,001 and up	133	10.39%	629,311	475,000	630,179	586,824	732,463
Average Sold Price			246,214	140,302	202,251	318,356	483,007
Total Closed Units		100%	246,214	127	697	388	68
Total Closed Volume			315,153,636	17.82M	140.97M	123.52M	32.84M

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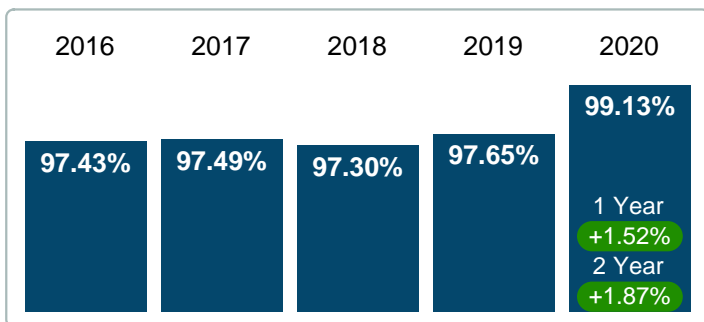
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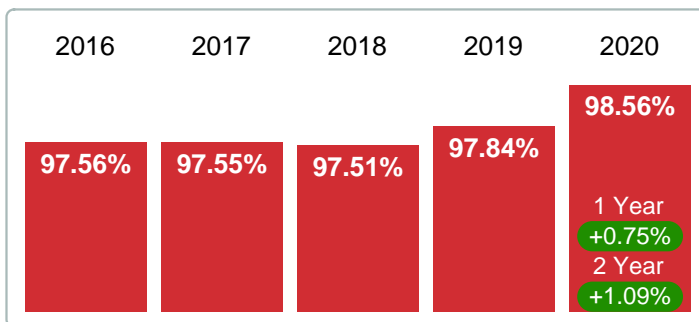
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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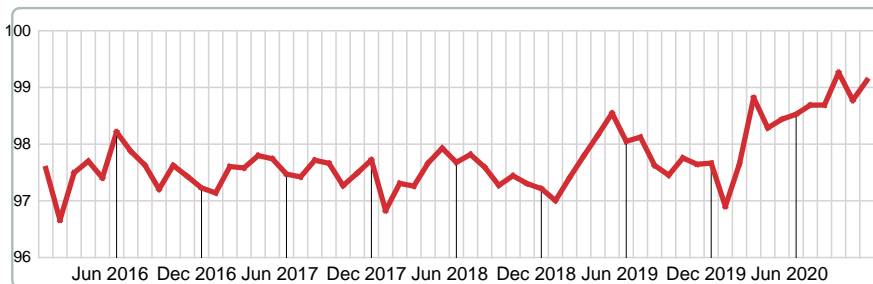
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

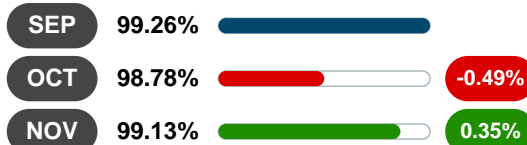


3 MONTHS

5 year NOV AVG = 97.80%

High Sep 2020 99.26% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **99.13%** above the 5 yr NOV average of **97.80%**



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	78	6.09%	93.06%	94.63%	92.11%	87.97%	100.00%
\$75,001 - \$125,000	131	10.23%	100.28%	99.21%	101.36%	95.92%	95.70%
\$125,001 - \$175,000	262	20.47%	99.77%	100.73%	99.76%	99.00%	99.02%
\$175,001 - \$225,000	270	21.09%	99.77%	97.98%	100.34%	98.77%	99.23%
\$225,001 - \$300,000	246	19.22%	99.25%	96.85%	99.42%	99.47%	98.55%
\$300,001 - \$400,000	160	12.50%	99.19%	98.86%	99.06%	99.25%	99.33%
\$400,001 and up	133	10.39%	98.66%	96.54%	99.13%	98.68%	98.34%
Average Sold/List Ratio		99.10%		97.72%	99.59%	98.84%	98.61%
Total Closed Units		1,280	100%	127	697	388	68
Total Closed Volume		315,153,636		17.82M	140.97M	123.52M	32.84M

November 2020



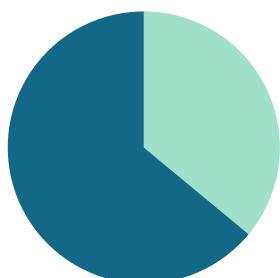
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

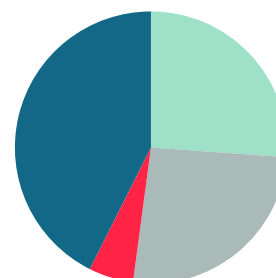


Inventory
 New Listings
1,295 = 36.00%
 Start Inventory
2,302
 Total Inventory Units
3,597
 Volume
\$1,194,974,133

Market Activity

Closed Sales
1,280 = 26.14%
 Pending Sales
1,272 = 25.98%
 Other Off Market
260 = 5.31%
 Active Inventory
2,085 = 42.58%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,119	1,280	14.39%	13,778	14,676	6.52%
Pending Sales	1,006	1,272	26.44%	14,282	15,904	11.36%
New Listings	1,234	1,295	4.94%	19,414	18,566	-4.37%
Average List Price	213,866	249,238	16.54%	208,990	234,418	12.17%
Average Sale Price	208,868	246,214	17.88%	204,159	230,426	12.87%
Average Percent of Selling Price to List Price	97.65%	99.13%	1.52%	97.84%	98.56%	0.75%
Average Days on Market to Sale	38.19	23.93	-37.36%	39.78	30.84	-22.47%
Monthly Inventory	3,400	2,085	-38.68%	3,400	2,085	-38.68%
Months Supply of Inventory	2.77	1.59	-42.72%	2.77	1.59	-42.72%

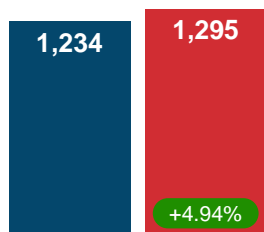
Absorption: Last 12 months, an Average of **1,314** Sales/Month

Inventory on November 30, 2020 = **2,085** 2019 2020

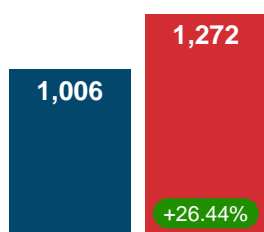
NOVEMBER MARKET

AVERAGE PRICES

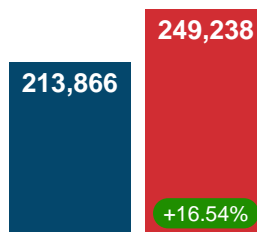
New Listings



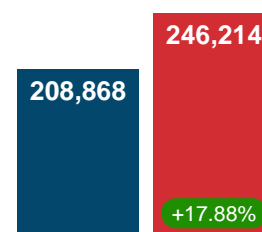
Pending Listings



List Price



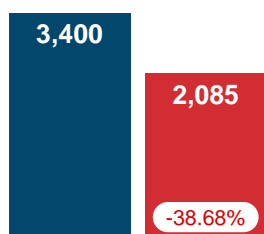
Sale Price



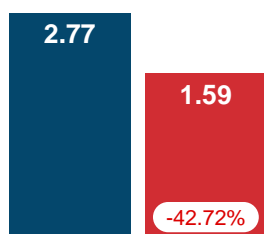
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

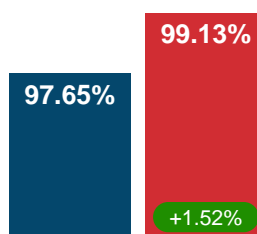
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

