

November 2020



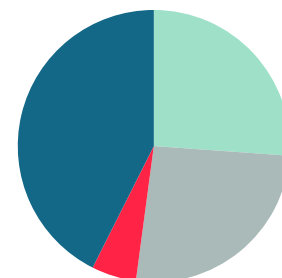
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	174,432	209,000	19.82%
Median Sale Price	170,000	205,000	20.59%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.82%
Median Days on Market to Sale	20.00	7.00	-65.00%
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.

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 **20.59%** in November 2020 to \$205,000 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 13.00 days or **65.00%** in November 2020 compared to last year's same month at **20.00** DOM.

Sales Success for November 2020 is Positive

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

There were 1,295 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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 2020



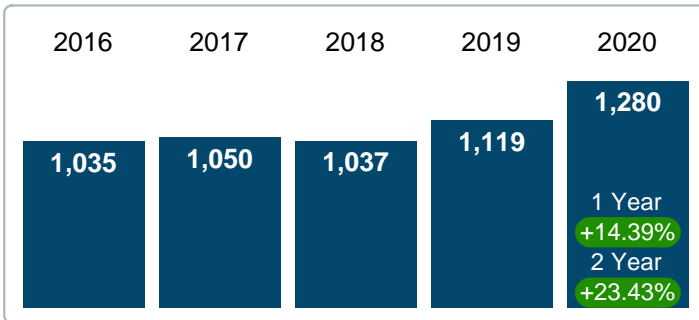
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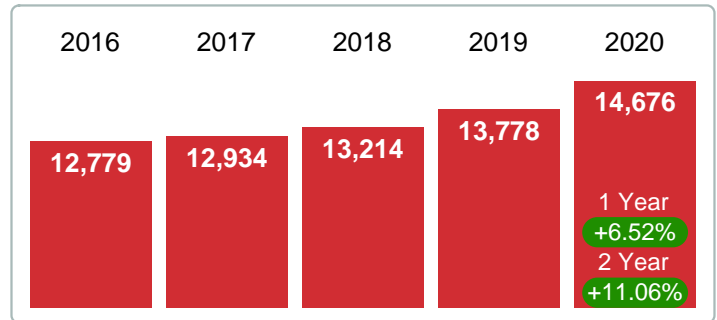
CLOSED LISTINGS

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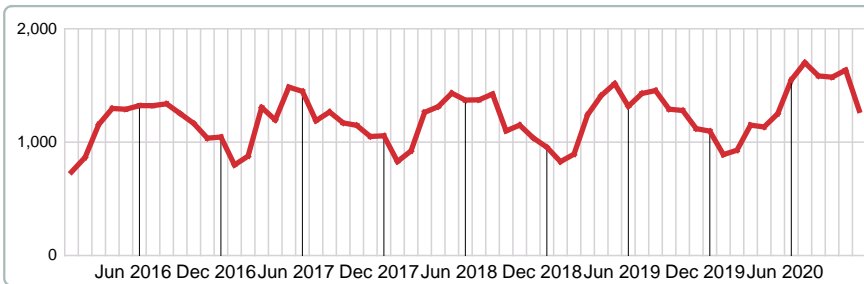
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

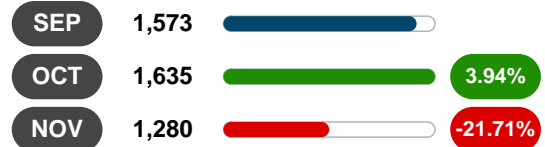


3 MONTHS

5 year NOV AVG = 1,104

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	78	6.09%	15.0	36	35	6	1
\$75,001 - \$125,000	131	10.23%	6.0	33	85	11	2
\$125,001 - \$175,000	262	20.47%	5.0	22	214	24	2
\$175,001 - \$225,000	270	21.09%	5.0	15	178	72	5
\$225,001 - \$300,000	246	19.22%	9.0	14	109	111	12
\$300,001 - \$400,000	160	12.50%	19.0	5	48	93	14
\$400,001 and up	133	10.39%	19.0	2	28	71	32
Total Closed Units	1,280			127	697	388	68
Total Closed Volume	315,153,636	100%	7.0	17.82M	140.97M	123.52M	32.84M
Median Closed Price	\$205,000			\$119,900	\$180,000	\$285,000	\$355,000

November 2020



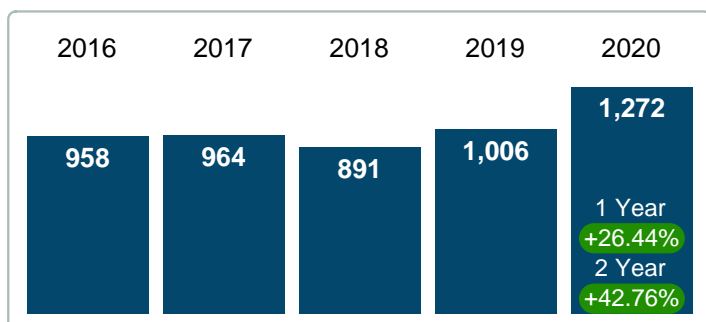
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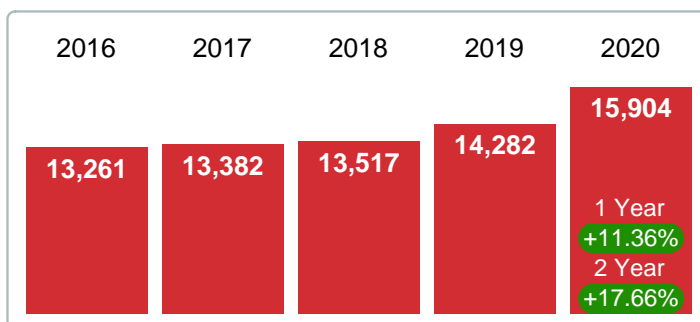
PENDING LISTINGS

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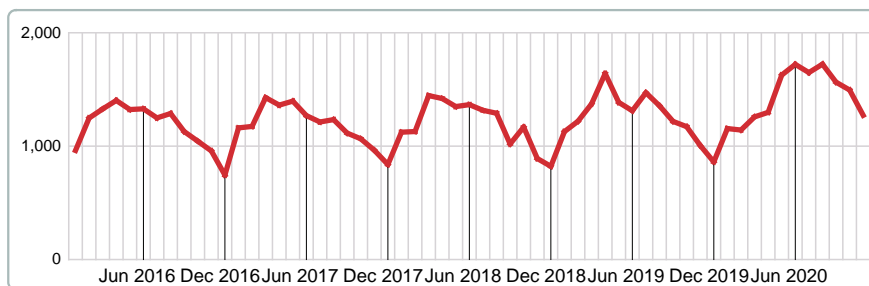
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

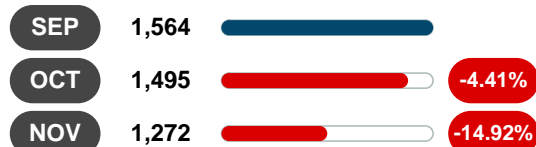


3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	85	6.68%	12.0	38	39	7	1
\$75,001 - \$125,000	134	10.53%	11.0	35	88	10	1
\$125,001 - \$175,000	261	20.52%	6.0	15	217	28	1
\$175,001 - \$225,000	266	20.91%	10.0	19	190	55	2
\$225,001 - \$300,000	231	18.16%	14.0	4	103	115	9
\$300,001 - \$375,000	138	10.85%	27.5	2	41	79	16
\$375,001 and up	157	12.34%	23.0	3	31	84	39
Total Pending Units	1,272			116	709	378	69
Total Pending Volume	300,823,595	100%	12.0	14.47M	138.03M	117.53M	30.79M
Median Listing Price	\$200,000			\$98,700	\$179,500	\$285,000	\$399,000

November 2020



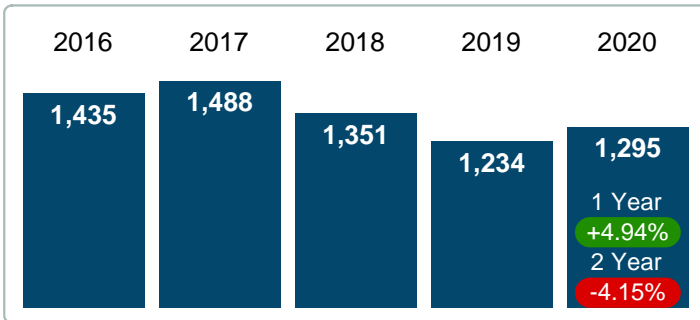
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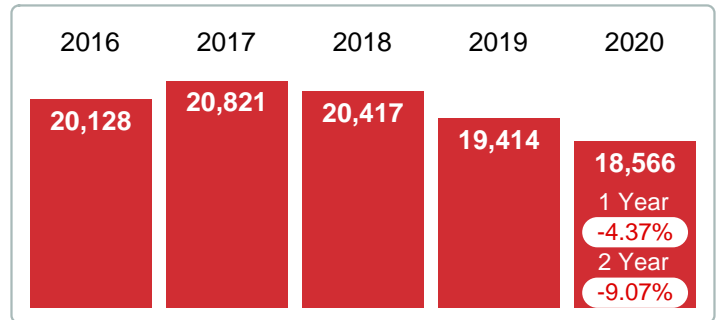
NEW LISTINGS

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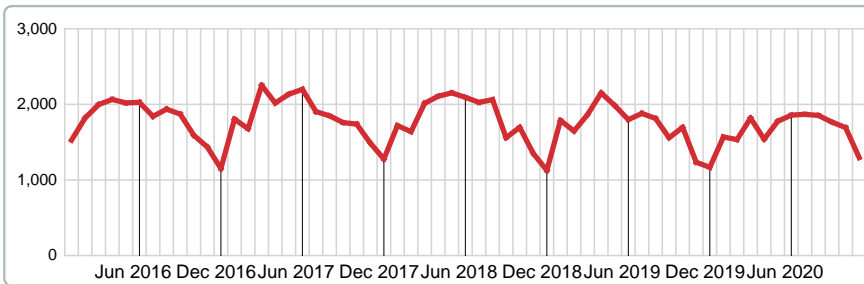
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

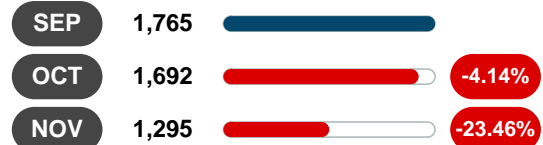


3 MONTHS

5 year NOV AVG = 1,361

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
Median New Listed Listing Price	\$202,840		\$95,500	\$180,000	\$287,000	\$480,000

November 2020



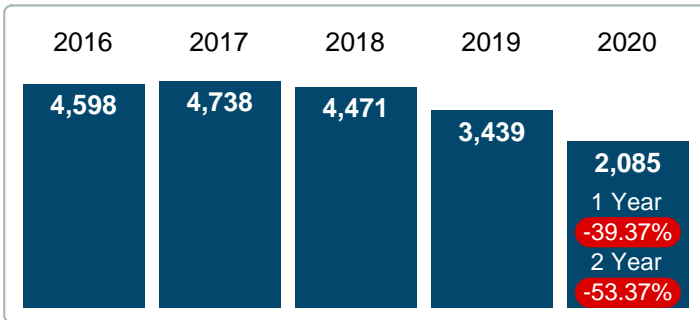
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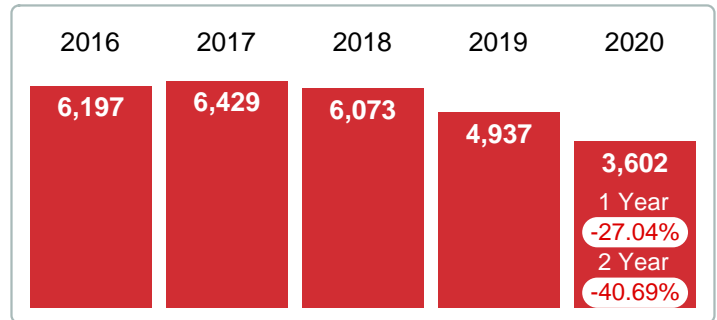
ACTIVE INVENTORY

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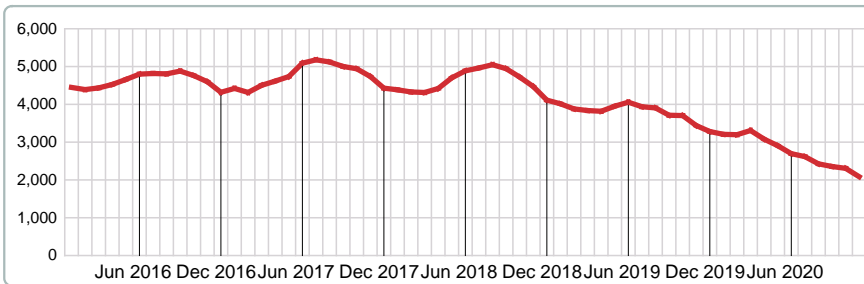
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

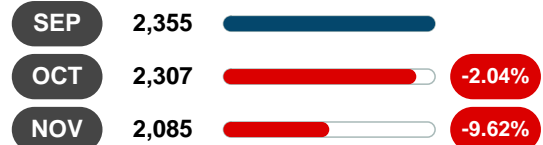


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	74	3.55%	35.0	48	25	1	0
\$50,001 - \$125,000	354	16.98%	61.0	116	192	40	6
\$125,001 - \$175,000	234	11.22%	33.5	23	171	38	2
\$175,001 - \$325,000	597	28.63%	40.0	50	294	222	31
\$325,001 - \$425,000	314	15.06%	66.0	10	106	166	32
\$425,001 - \$675,000	291	13.96%	65.0	9	65	143	74
\$675,001 and up	221	10.60%	76.0	3	27	85	106
Total Active Inventory by Units		2,085		259	880	695	251
Total Active Inventory by Volume		780,558,438	100%	38.13M	217.32M	303.45M	221.66M
Median Active Inventory Listing Price		\$270,205		\$89,995	\$189,950	\$359,900	\$599,900

November 2020



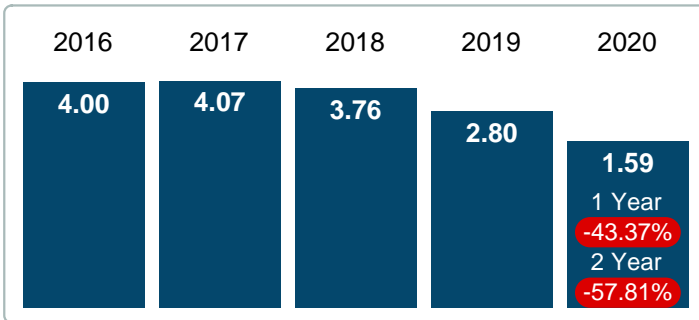
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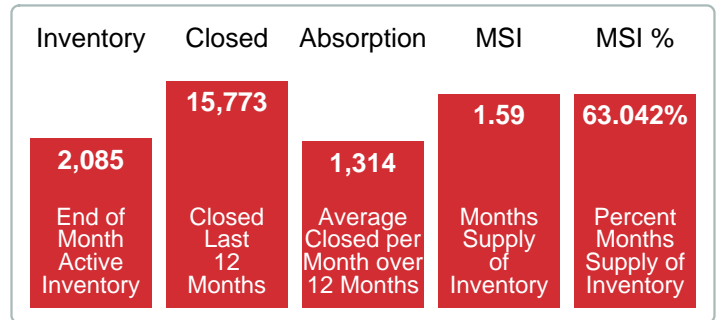
MONTHS SUPPLY of INVENTORY (MSI)

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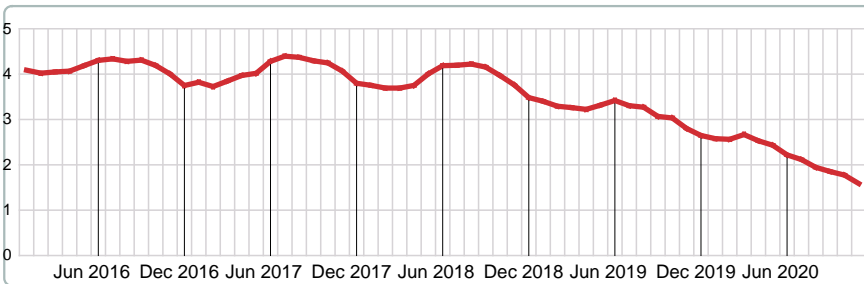
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

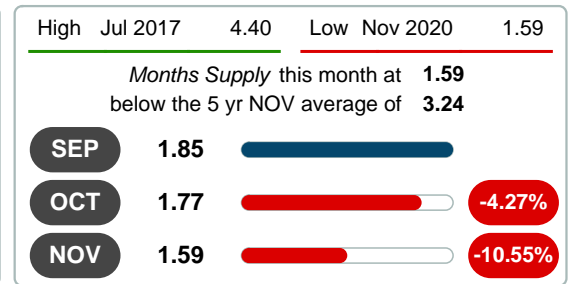


5 YEAR MARKET ACTIVITY TRENDS



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



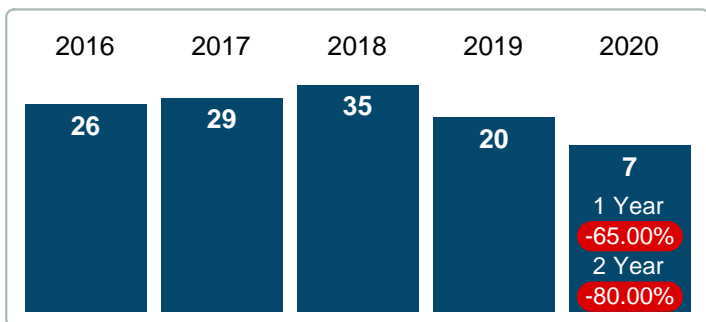
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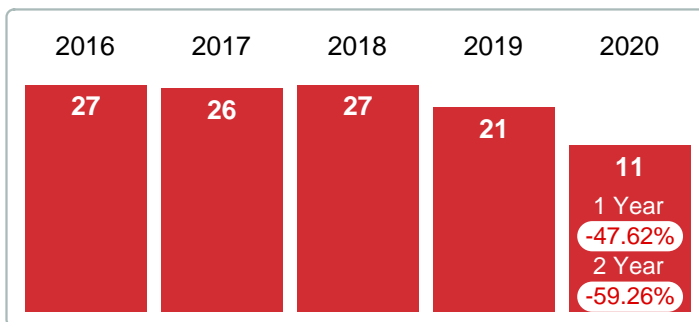
MEDIAN DAYS ON MARKET TO SALE

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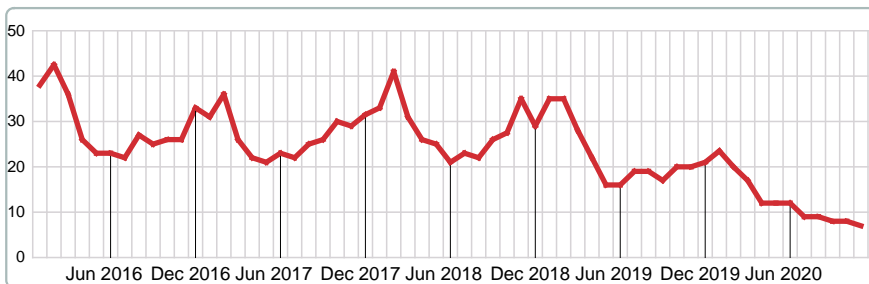
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

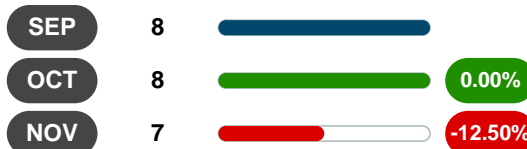


3 MONTHS

5 year NOV AVG = 23

High Feb 2016 43 Low Nov 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr NOV average of 23



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	6.09%	15	16	13	39	63
\$75,001 - \$125,000	10.23%	6	4	6	26	26
\$125,001 - \$175,000	20.47%	5	4	5	8	41
\$175,001 - \$225,000	21.09%	5	10	5	8	17
\$225,001 - \$300,000	19.22%	9	19	9	7	13
\$300,001 - \$400,000	12.50%	19	6	23	14	28
\$400,001 and up	10.39%	19	32	17	21	18
Median Closed DOM		7	7	6	12	17
Total Closed Units	100%	1,280	127	697	388	68
Total Closed Volume		315,153,636	17.82M	140.97M	123.52M	32.84M

November 2020



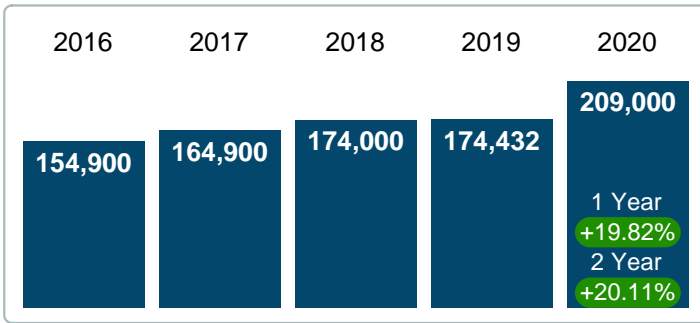
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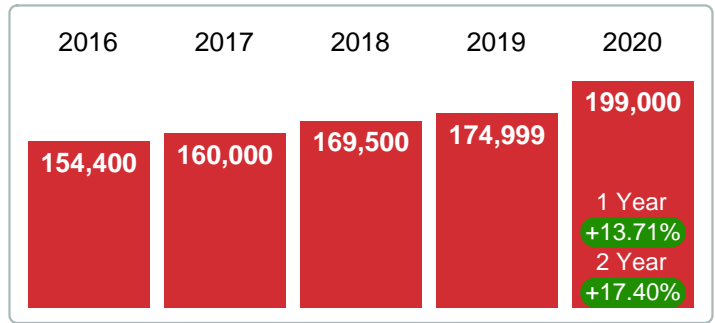
MEDIAN LIST PRICE AT CLOSING

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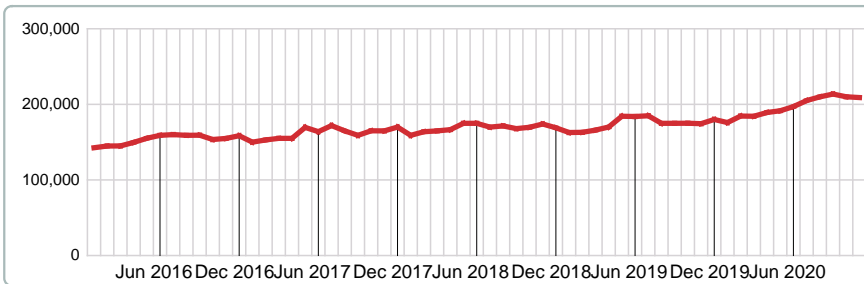
NOVEMBER



YEAR TO DATE (YTD)

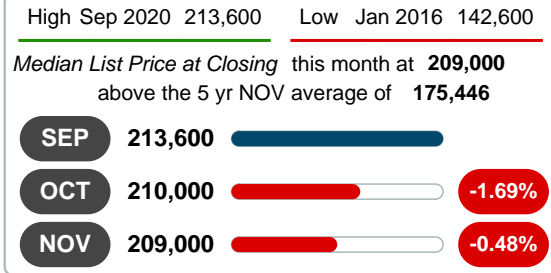


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 175,446



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	74	5.78%	60,000	57,000	60,000	69,995	55,000
\$75,001 - \$125,000	140	10.94%	105,500	94,950	109,450	115,000	110,000
\$125,001 - \$175,000	250	19.53%	150,000	147,450	150,000	165,000	156,900
\$175,001 - \$225,000	273	21.33%	199,900	204,950	198,500	204,900	199,900
\$225,001 - \$300,000	246	19.22%	260,000	265,717	254,900	269,900	263,750
\$300,001 - \$400,000	164	12.81%	349,200	322,450	347,500	350,000	327,700
\$400,001 and up	133	10.39%	504,900	490,450	485,000	512,000	532,250
Median List Price			209,000	119,900	180,000	289,000	362,500
Total Closed Units		100%	209,000	127	697	388	68
Total Closed Volume			319,024,044	18.16M	142.13M	125.26M	33.47M

November 2020



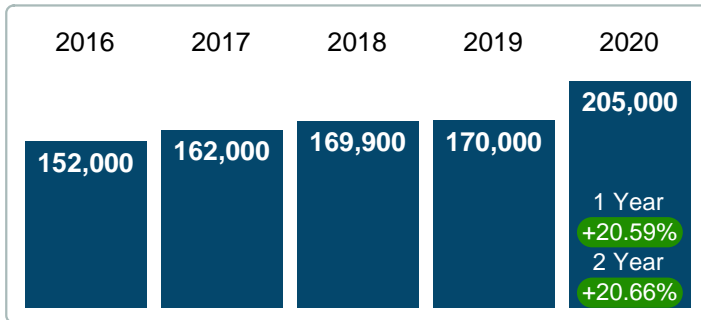
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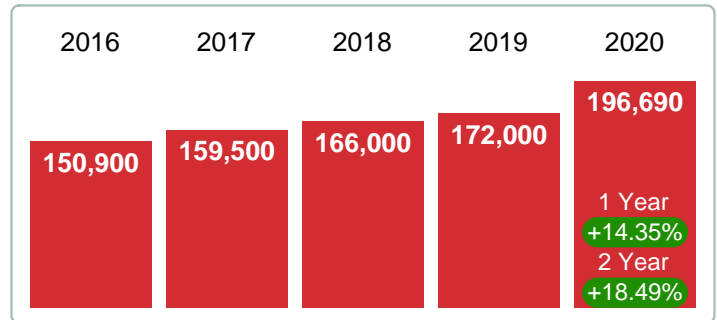
MEDIAN SOLD PRICE AT CLOSING

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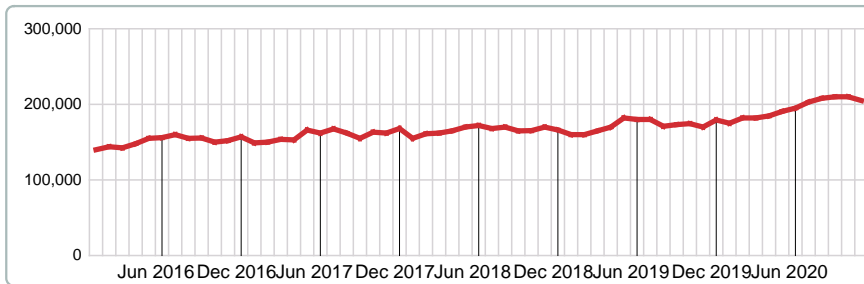
NOVEMBER



YEAR TO DATE (YTD)

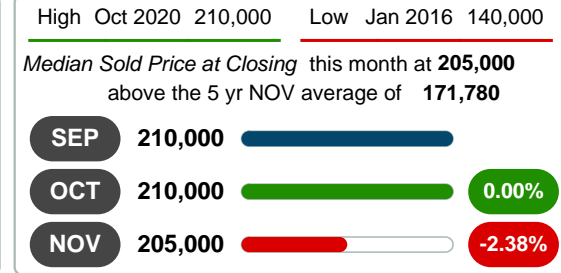


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 171,780



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	78	6.09%	55,500	53,500	56,000	60,000	55,000
\$75,001 - \$125,000	131	10.23%	105,000	92,400	110,000	107,360	105,275
\$125,001 - \$175,000	262	20.47%	152,500	149,750	152,000	164,750	155,400
\$175,001 - \$225,000	270	21.09%	199,900	212,000	197,647	200,000	197,000
\$225,001 - \$300,000	246	19.22%	260,000	260,967	253,000	265,000	262,500
\$300,001 - \$400,000	160	12.50%	346,000	320,000	344,500	350,000	328,500
\$400,001 and up	133	10.39%	512,946	475,000	482,500	510,000	534,143
Median Sold Price			205,000	119,900	180,000	285,000	355,000
Total Closed Units		100%	205,000	127	697	388	68
Total Closed Volume			315,153,636	17.82M	140.97M	123.52M	32.84M

November 2020



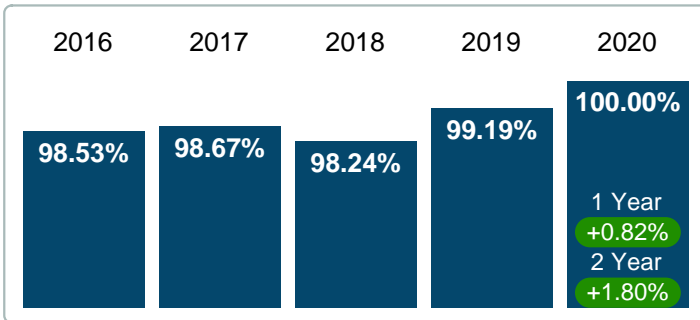
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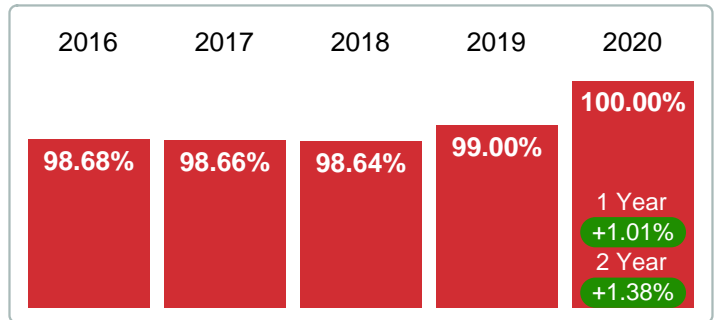
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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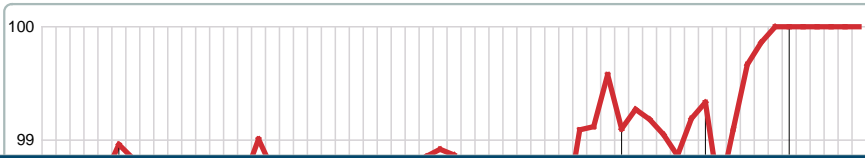
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.92%

High Nov 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.92%**

SEP 100.00%
OCT 100.00%
NOV 100.00%

0.00%
0.00%

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	78	6.09%	95.85%	96.21%	92.31%	91.33%	100.00%
\$75,001 - \$125,000	131	10.23%	100.00%	100.00%	100.00%	96.09%	95.70%
\$125,001 - \$175,000	262	20.47%	100.00%	100.15%	100.00%	100.00%	99.02%
\$175,001 - \$225,000	270	21.09%	100.00%	97.77%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	246	19.22%	100.00%	97.47%	100.00%	100.00%	99.20%
\$300,001 - \$400,000	160	12.50%	100.00%	98.49%	100.00%	100.00%	99.67%
\$400,001 and up	133	10.39%	99.07%	96.54%	99.18%	99.06%	99.47%
Median Sold/List Ratio		100.00%		99.00%	100.00%	100.00%	99.47%
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



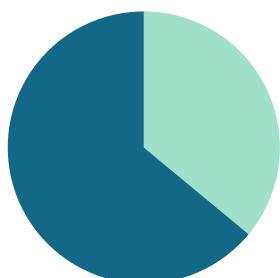
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

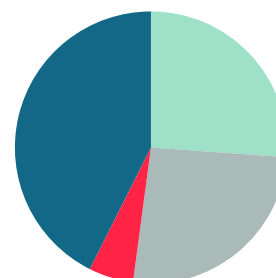


Inventory
 New Listings
1,295 = 36.00%
 Start Inventory
2,302
 Total Inventory Units
3,597
 Volume
\$1,194,974,133

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%
Median List Price	174,432	209,000	19.82%	174,999	199,000	13.71%
Median Sale Price	170,000	205,000	20.59%	172,000	196,690	14.35%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.82%	99.00%	100.00%	1.01%
Median Days on Market to Sale	20.00	7.00	-65.00%	21.00	11.00	-47.62%
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

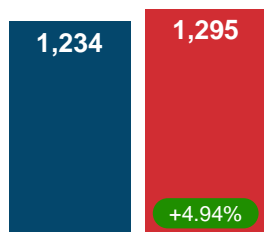
Inventory on November 30, 2020 = **2,085**

2019 **2020**

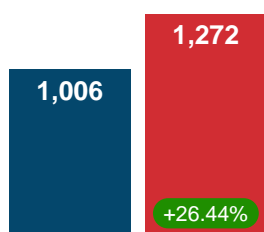
NOVEMBER MARKET

MEDIAN PRICES

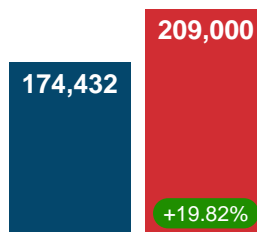
New Listings



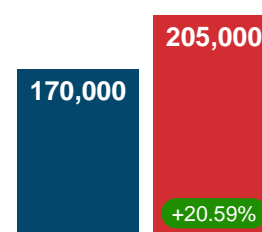
Pending Listings



List Price



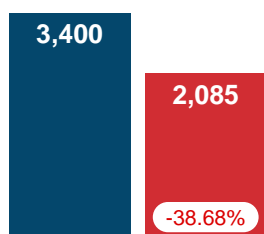
Sale Price



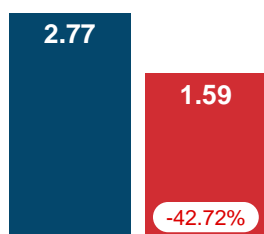
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

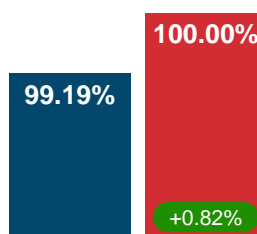
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

