

November 2020



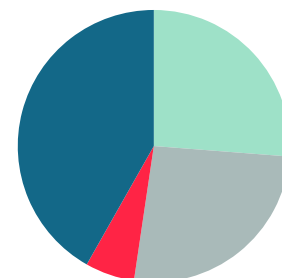
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	744	873	17.34%
Pending Listings	701	869	23.97%
New Listings	823	859	4.37%
Average List Price	219,033	256,122	16.93%
Average Sale Price	213,545	252,800	18.38%
Average Percent of Selling Price to List Price	97.32%	99.01%	1.73%
Average Days on Market to Sale	35.78	22.24	-37.86%
End of Month Inventory	2,232	1,391	-37.68%
Months Supply of Inventory	2.62	1.52	-41.78%



■ Closed (26.23%)
■ Pending (26.11%)
■ Other OffMarket (5.86%)
■ Active (41.80%)

Absorption: Last 12 months, an Average of **912** Sales/Month
Active Inventory as of November 30, 2020 = **1,391**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **37.68%** to 1,391 existing homes available for sale. Over the last 12 months this area has had an average of 912 closed sales per month. This represents an unsold inventory index of **1.52** 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 **18.38%** in November 2020 to \$252,800 versus the previous year at \$213,545.

Average Days on Market Shortens

The average number of **22.24** days that homes spent on the market before selling decreased by 13.54 days or **37.86%** in November 2020 compared to last year's same month at **35.78** 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 859 New Listings in November 2020, up **4.37%** from last year at 823. Furthermore, there were 873 Closed Listings this month versus last year at 744, a **17.34%** increase.

Closed versus Listed trends yielded a **101.6%** ratio, up from previous year's, November 2019, at **90.4%**, a **12.42%** 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



Area Delimited by County Of Tulsa - Residential Property Type

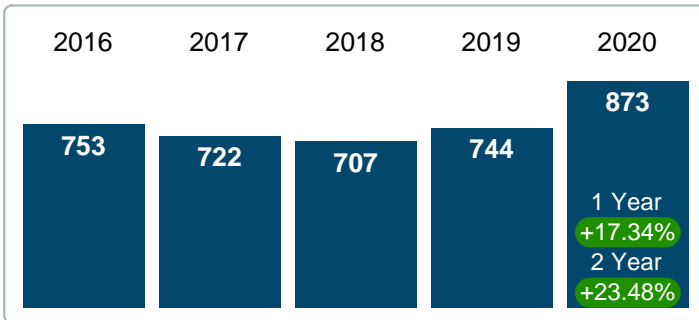


November 2020

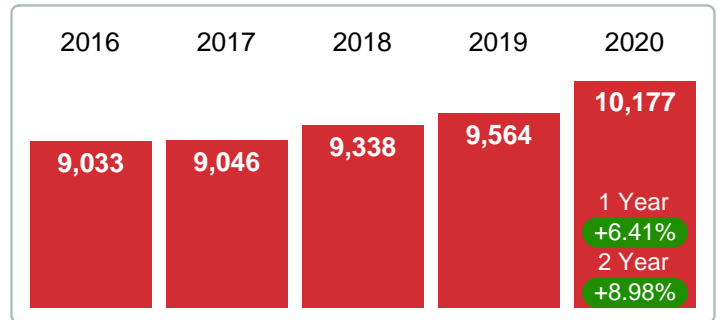
CLOSED LISTINGS

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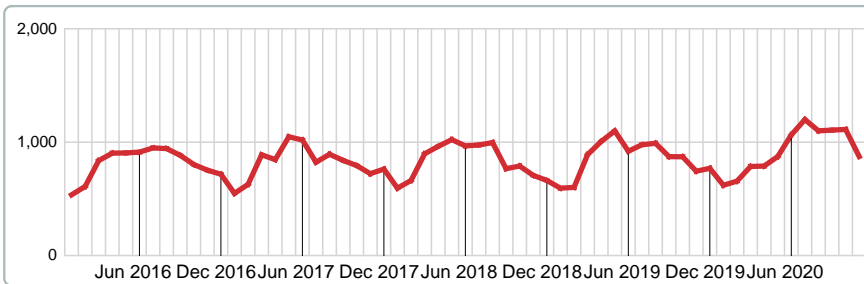
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

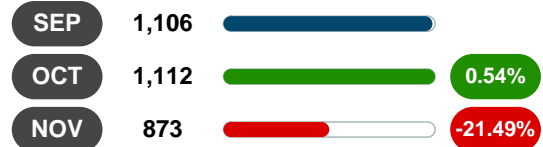


3 MONTHS

5 year NOV AVG = 760

High Jul 2020 1,199 Low Jan 2016 535

Closed Listings this month at **873**
above the 5 yr NOV average of **760**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	86	9.85%	21.7	41	40	5	0
\$100,001 - \$125,000	50	5.73%	10.9	9	35	5	1
\$125,001 - \$175,000	177	20.27%	9.3	20	137	18	2
\$175,001 - \$225,000	186	21.31%	14.6	14	118	50	4
\$225,001 - \$300,000	167	19.13%	25.9	11	62	83	11
\$300,001 - \$400,000	114	13.06%	38.8	5	31	69	9
\$400,001 and up	93	10.65%	41.8	2	16	51	24
Total Closed Units	873			102	439	281	51
Total Closed Volume	220,694,295	100%	22.2	15.26M	88.38M	91.31M	25.75M
Average Closed Price	\$252,800			\$149,641	\$201,312	\$324,947	\$504,806

November 2020



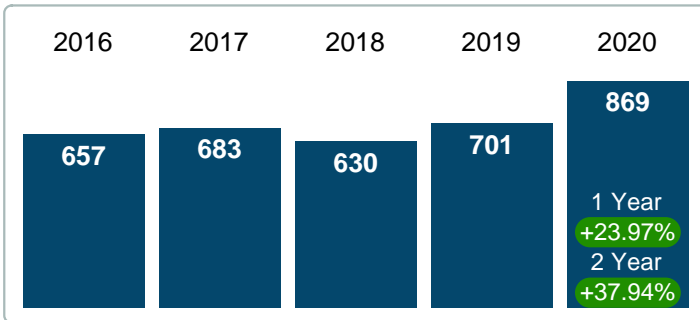
Area Delimited by County Of Tulsa - Residential Property Type



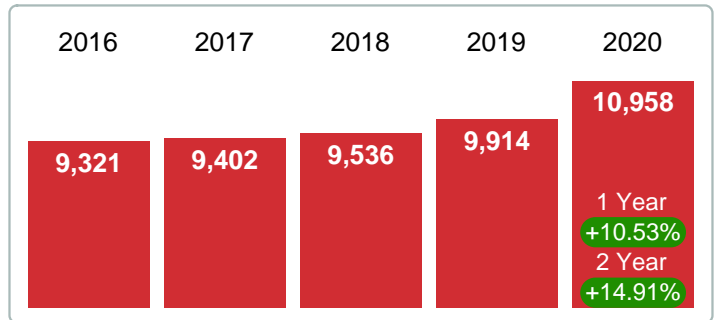
PENDING LISTINGS

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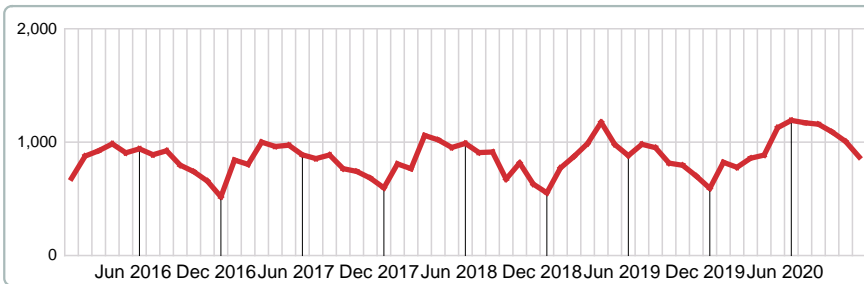
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

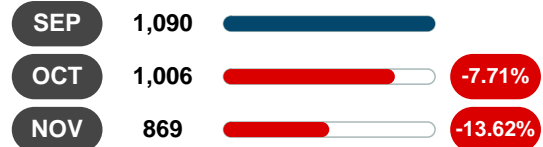


3 MONTHS

5 year NOV AVG = 708

High Jun 2020 1,192 Low Dec 2016 518

Pending Listings this month at **869**
above the 5 yr NOV average of **708**



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	59	6.79%	28.8	34	22	3	0
\$75,001 - \$125,000	84	9.67%	20.7	26	53	5	0
\$125,001 - \$175,000	172	19.79%	22.5	11	143	17	1
\$175,001 - \$225,000	173	19.91%	24.4	16	120	36	1
\$225,001 - \$300,000	170	19.56%	33.2	4	64	94	8
\$300,001 - \$375,000	104	11.97%	46.9	2	27	61	14
\$375,001 and up	107	12.31%	47.4	2	18	61	26
Total Pending Units	869			95	447	277	50
Total Pending Volume	210,295,248	100%	31.4	11.77M	86.64M	88.57M	23.31M
Average Listing Price	\$243,033			\$123,936	\$193,825	\$319,734	\$466,299



Area Delimited by County Of Tulsa - Residential Property Type

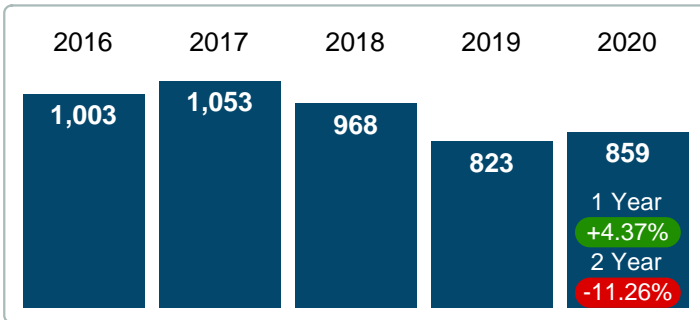


November 2020

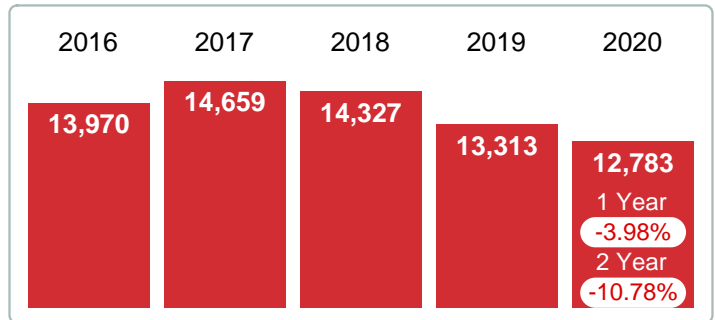
NEW LISTINGS

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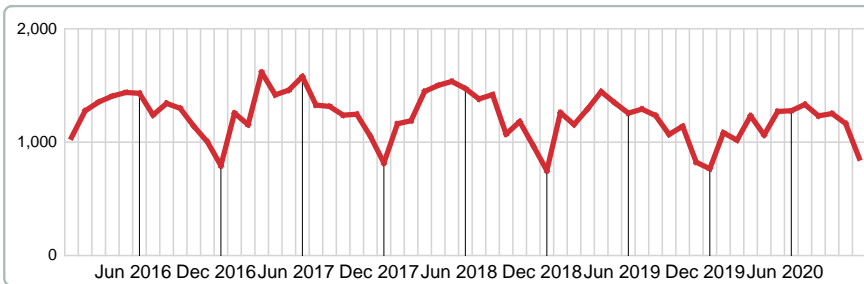
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

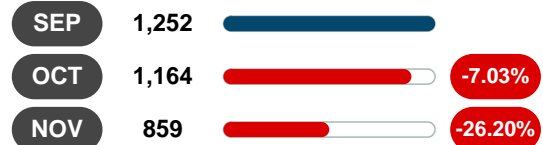


3 MONTHS

5 year NOV AVG = 941

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **859**
 below the 5 yr NOV average of **941**



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	69	8.03%	46	22	1	0
\$75,001 - \$125,000	86	10.01%	27	54	4	1
\$125,001 - \$175,000	164	19.09%	14	129	21	0
\$175,001 - \$250,000	209	24.33%	28	119	60	2
\$250,001 - \$325,000	118	13.74%	3	43	62	10
\$325,001 - \$475,000	123	14.32%	2	36	73	12
\$475,001 and up	90	10.48%	0	19	39	32
Total New Listed Units	859		120	422	260	57
Total New Listed Volume	241,364,148	100%	14.83M	89.18M	90.48M	46.87M
Average New Listed Listing Price	\$258,061		\$123,567	\$211,327	\$348,012	\$822,334

November 2020



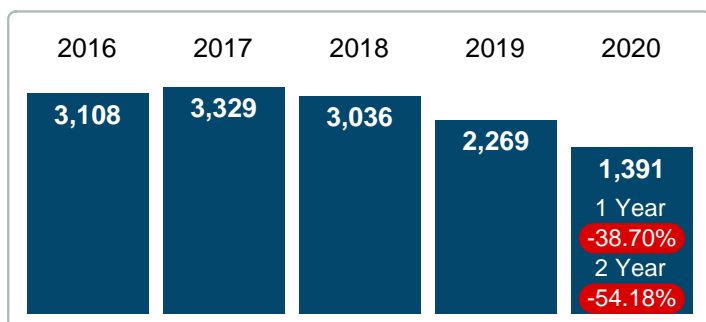
Area Delimited by County Of Tulsa - Residential Property Type



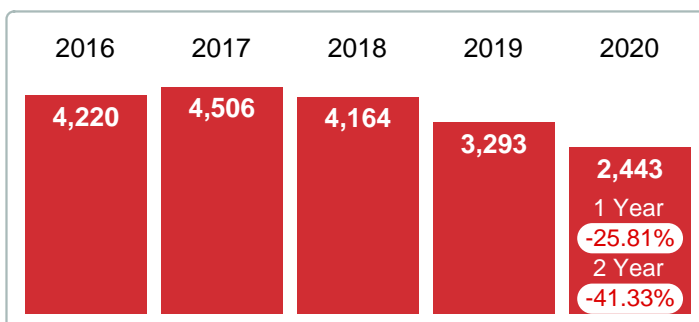
ACTIVE INVENTORY

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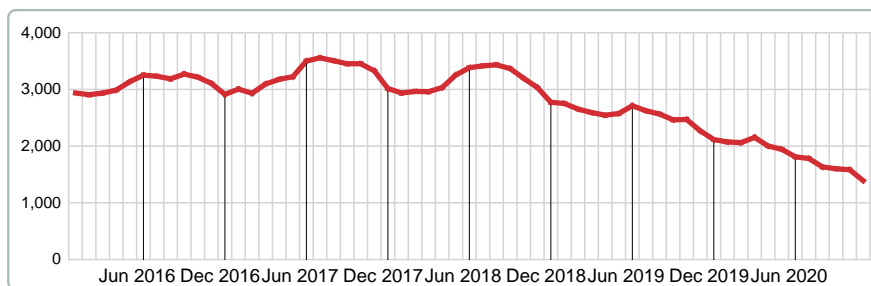
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

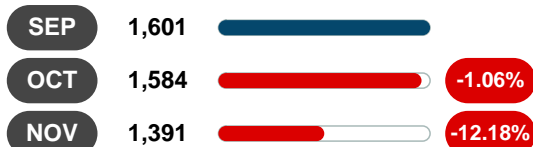


3 MONTHS

5 year NOV AVG = 2,627

High Jul 2017 3,557 Low Nov 2020 1,391

Inventory this month at **1,391**
 below the 5 yr NOV average of **2,627**



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	44	3.16%	104.0	32	11	1	0
\$50,001 - \$125,000	216	15.53%	69.9	83	109	21	3
\$125,001 - \$200,000	219	15.74%	56.8	26	153	37	3
\$200,001 - \$350,000	371	26.67%	61.7	28	136	181	26
\$350,001 - \$475,000	229	16.46%	80.9	11	62	128	28
\$475,001 - \$750,000	173	12.44%	79.6	3	30	80	60
\$750,001 and up	139	9.99%	92.8	2	16	52	69
Total Active Inventory by Units	1,391			185	517	500	189
Total Active Inventory by Volume	563,244,614	100%	72.0	28.32M	132.43M	224.08M	178.42M
Average Active Inventory Listing Price	\$404,921			\$153,066	\$256,144	\$448,160	\$944,028

November 2020



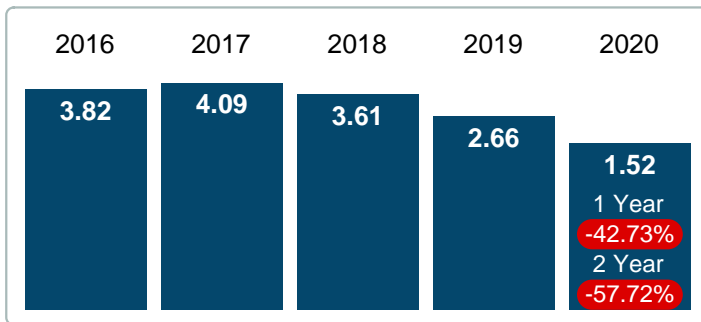
Area Delimited by County Of Tulsa - Residential Property Type



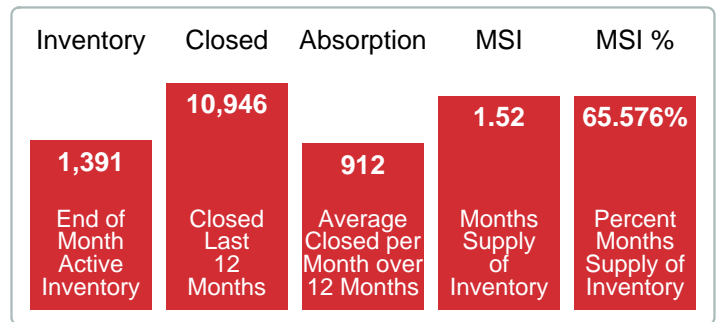
MONTHS SUPPLY of INVENTORY (MSI)

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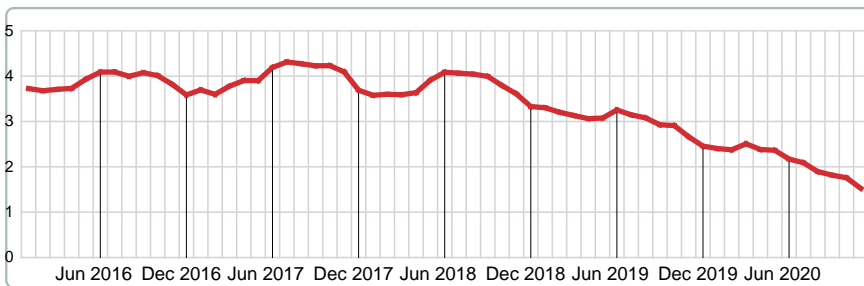
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

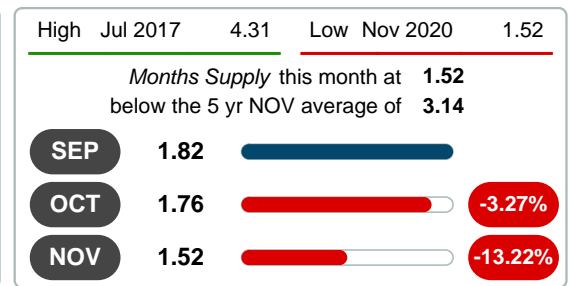


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.14



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	44	3.16%	1.45	1.75	1.09	0.50	0.00
\$50,001 - \$125,000	216	15.53%	1.59	2.11	1.26	2.17	4.50
\$125,001 - \$200,000	219	15.74%	0.76	1.17	0.71	0.74	0.82
\$200,001 - \$350,000	371	26.67%	1.17	2.20	1.04	1.19	1.29
\$350,001 - \$475,000	229	16.46%	2.73	8.80	3.25	2.55	2.13
\$475,001 - \$750,000	173	12.44%	4.03	9.00	3.75	3.32	5.71
\$750,001 and up	139	9.99%	10.69	24.00	12.00	8.43	12.74
Market Supply of Inventory (MSI)			1.52	1.96	1.10	1.70	3.53
Total Active Inventory by Units		100%	1,391	185	517	500	189

November 2020



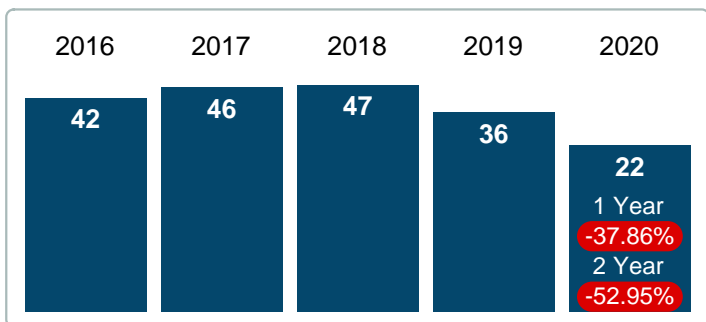
Area Delimited by County Of Tulsa - Residential Property Type



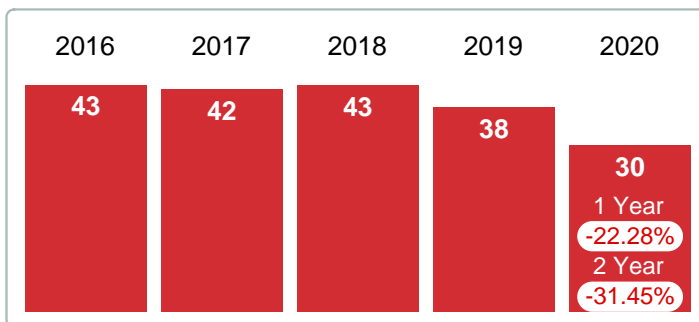
AVERAGE DAYS ON MARKET TO SALE

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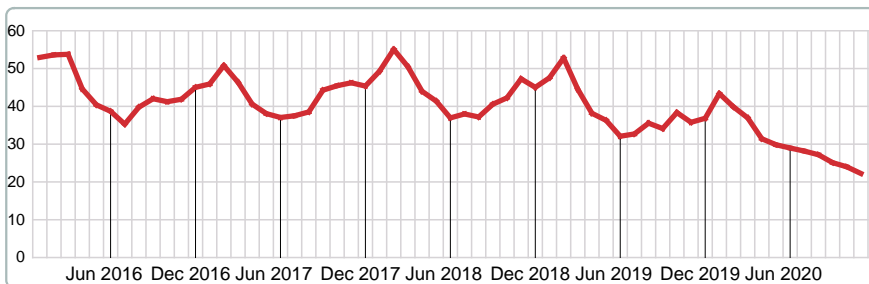
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

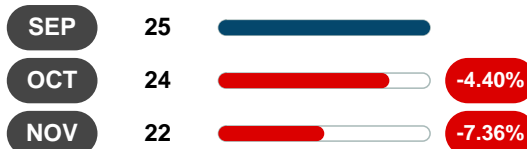


3 MONTHS

5 year NOV AVG = 39

High Feb 2018 55 Low Nov 2020 22

Average Days on Market to Sale this month at 22 below the 5 yr NOV average of 39



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
\$100,000 and less	9.85%	22	23	14	73	0
\$100,001 - \$125,000	5.73%	11	13	10	17	4
\$125,001 - \$175,000	20.27%	9	7	9	12	41
\$175,001 - \$225,000	21.31%	15	17	12	20	18
\$225,001 - \$300,000	19.13%	26	36	32	20	29
\$300,001 - \$400,000	13.06%	39	15	43	37	48
\$400,001 and up	10.65%	42	32	44	36	53
Average Closed DOM		22	20	17	28	43
Total Closed Units	100%	22	102	439	281	51
Total Closed Volume		220,694,295	15.26M	88.38M	91.31M	25.75M

November 2020



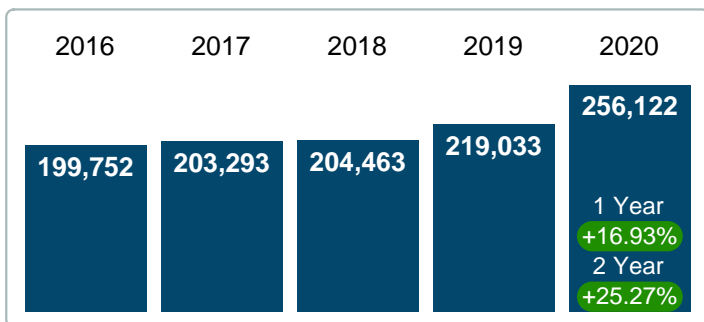
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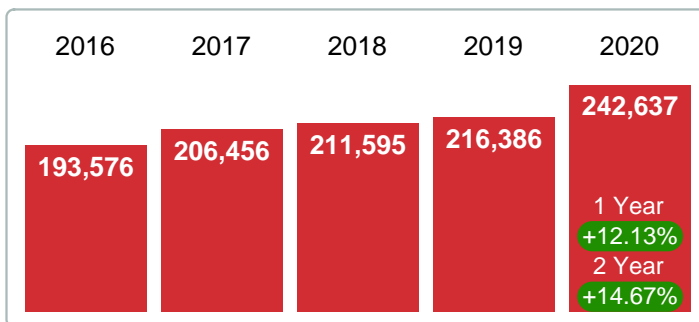
AVERAGE LIST PRICE AT CLOSING

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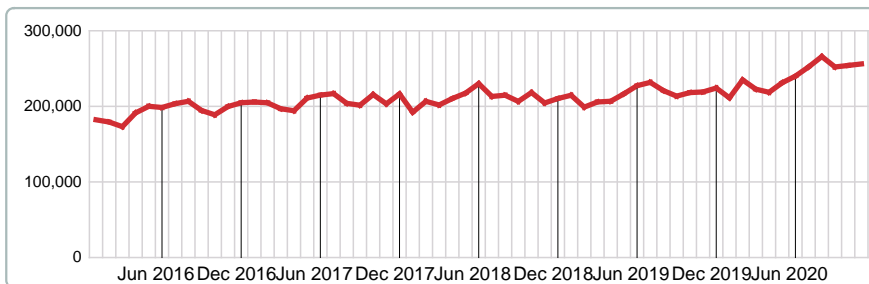
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 216,532

High Aug 2020 265,839 Low Mar 2016 173,132

Average List Price at Closing this month at **256,122**
above the 5 yr NOV average of **216,532**

SEP	252,103	<div style="width: 80%;"></div>
OCT	254,119	<div style="width: 85%;"></div> 0.80%
NOV	256,122	<div style="width: 90%;"></div> 0.79%

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
\$100,000 and less 83	9.51%	71,901	70,134	76,113	80,578	0
\$100,001 - \$125,000 57	6.53%	116,723	120,000	114,594	124,260	110,000
\$125,001 - \$175,000 169	19.36%	152,315	153,300	151,824	158,975	156,900
\$175,001 - \$225,000 184	21.08%	200,397	211,464	199,411	204,767	192,950
\$225,001 - \$300,000 172	19.70%	261,793	265,785	256,950	267,355	265,636
\$300,001 - \$400,000 116	13.29%	349,821	333,780	350,606	351,051	341,378
\$400,001 and up 92	10.54%	682,083	490,450	682,303	631,561	791,672
Average List Price		256,122	152,504	202,966	330,059	513,532
Total Closed Units	100%	256,122	102	439	281	51
Total Closed Volume		223,594,509	15.56M	89.10M	92.75M	26.19M

November 2020



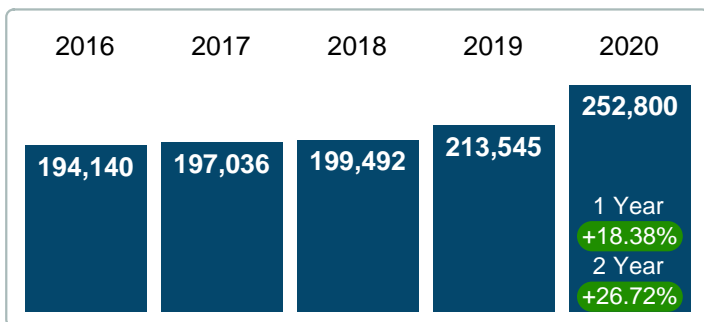
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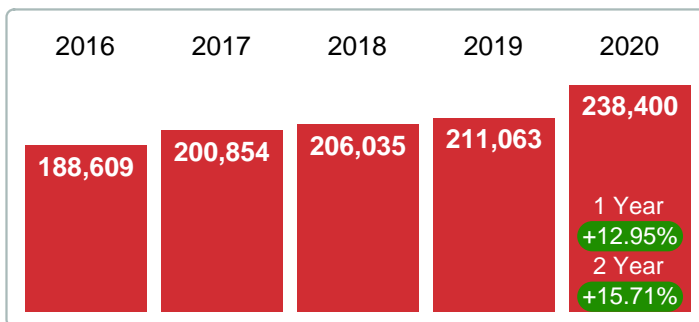
AVERAGE SOLD PRICE AT CLOSING

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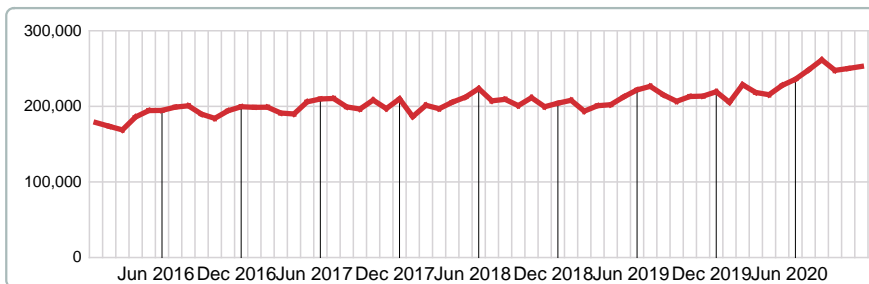
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 211,402

High Aug 2020 261,532 Low Mar 2016 168,854

Average Sold Price at Closing this month at **252,800**
above the 5 yr NOV average of **211,402**

SEP	247,570	<div style="width: 80%;"></div>
OCT	250,085	<div style="width: 85%;"></div> 1.02%
NOV	252,800	<div style="width: 90%;"></div> 1.09%

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
\$100,000 and less 86	9.85%	70,518	67,537	73,039	74,800	0
\$100,001 - \$125,000 50	5.73%	115,380	118,700	114,740	115,852	105,550
\$125,001 - \$175,000 177	20.27%	152,210	153,488	151,284	157,489	155,400
\$175,001 - \$225,000 186	21.31%	200,227	206,779	199,270	201,389	190,975
\$225,001 - \$300,000 167	19.13%	260,948	260,039	254,877	265,536	261,455
\$300,001 - \$400,000 114	13.06%	346,570	330,200	347,197	348,730	336,944
\$400,001 and up 93	10.65%	662,259	475,000	664,572	614,717	777,349
Average Sold Price		252,800	149,641	201,312	324,947	504,806
Total Closed Units	100%	873	102	439	281	51
Total Closed Volume		220,694,295	15.26M	88.38M	91.31M	25.75M

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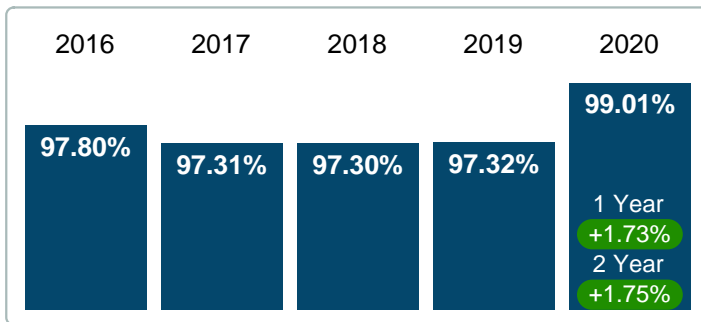
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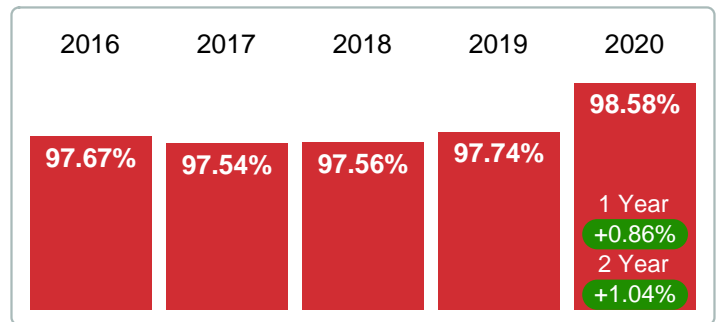
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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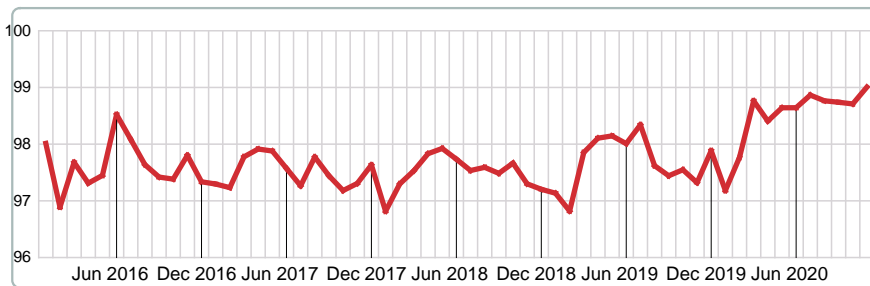
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

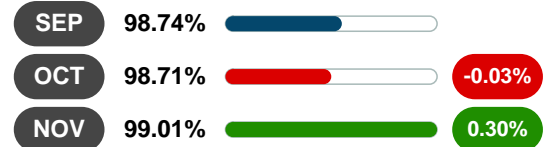


3 MONTHS

5 year NOV AVG = 97.75%

High Nov 2020 99.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.01%** above the 5 yr NOV average of **97.75%**



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
\$100,000 and less	86	9.85%	96.16%	95.83%	96.89%	93.03%	0.00%
\$100,001 - \$125,000	50	5.73%	99.35%	99.10%	100.39%	93.23%	95.95%
\$125,001 - \$175,000	177	20.27%	99.81%	100.30%	99.84%	99.14%	99.02%
\$175,001 - \$225,000	186	21.31%	99.42%	97.84%	100.00%	98.50%	99.04%
\$225,001 - \$300,000	167	19.13%	99.22%	97.87%	99.34%	99.41%	98.42%
\$300,001 - \$400,000	114	13.06%	99.25%	98.86%	99.11%	99.41%	98.75%
\$400,001 and up	93	10.65%	98.43%	96.54%	98.16%	98.40%	98.82%
Average Sold/List Ratio		99.00%		97.65%	99.48%	98.82%	98.69%
Total Closed Units		873	100%	102	439	281	51
Total Closed Volume		220,694,295		15.26M	88.38M	91.31M	25.75M

November 2020



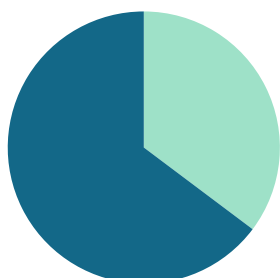
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

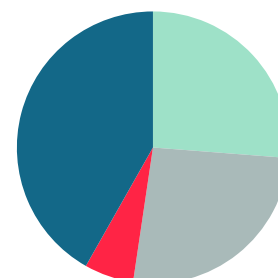


Inventory
 New Listings
859 = 35.25%
 Start Inventory
1,578
 Total Inventory Units
2,437
 Volume
\$861,508,602

Market Activity

Closed Sales
873 = 26.23%
 Pending Sales
869 = 26.11%
 Other Off Market
195 = 5.86%
 Active Inventory
1,391 = 41.80%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	744	873	17.34%	9,564	10,177	6.41%
Pending Sales	701	869	23.97%	9,914	10,958	10.53%
New Listings	823	859	4.37%	13,313	12,783	-3.98%
Average List Price	219,033	256,122	16.93%	216,386	242,637	12.13%
Average Sale Price	213,545	252,800	18.38%	211,063	238,400	12.95%
Average Percent of Selling Price to List Price	97.32%	99.01%	1.73%	97.74%	98.58%	0.86%
Average Days on Market to Sale	35.78	22.24	-37.86%	38.09	29.61	-22.28%
Monthly Inventory	2,232	1,391	-37.68%	2,232	1,391	-37.68%
Months Supply of Inventory	2.62	1.52	-41.78%	2.62	1.52	-41.78%

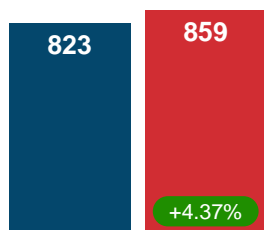
Absorption: Last 12 months, an Average of **912** Sales/Month

Inventory on November 30, 2020 = **1,391** 2019 2020

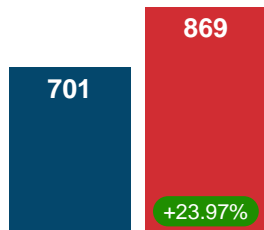
NOVEMBER MARKET

AVERAGE PRICES

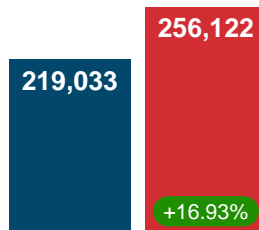
New Listings



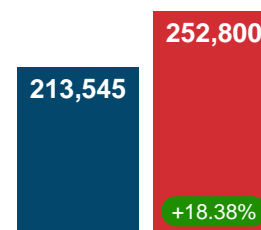
Pending Listings



List Price



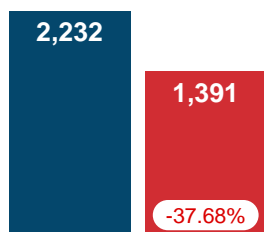
Sale Price



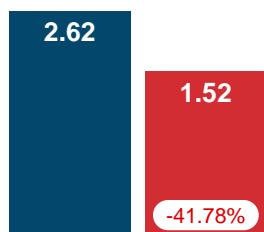
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

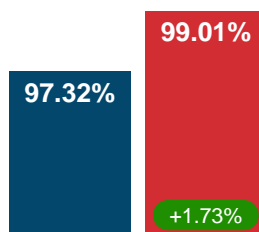
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

