

November 2020



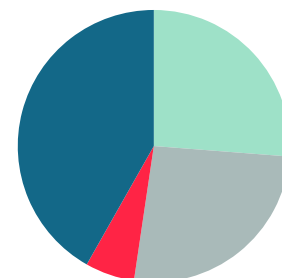
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	176,222	210,000	19.17%
Median Sale Price	174,975	209,000	19.45%
Median Percent of Selling Price to List Price	98.96%	100.00%	1.05%
Median Days on Market to Sale	15.00	7.00	-53.33%
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.

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 **19.45%** in November 2020 to \$209,000 versus the previous year at \$174,975.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 8.00 days or **53.33%** in November 2020 compared to last year's same month at **15.00** 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 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

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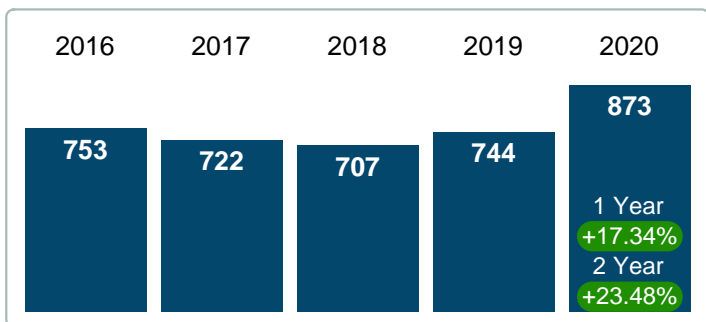
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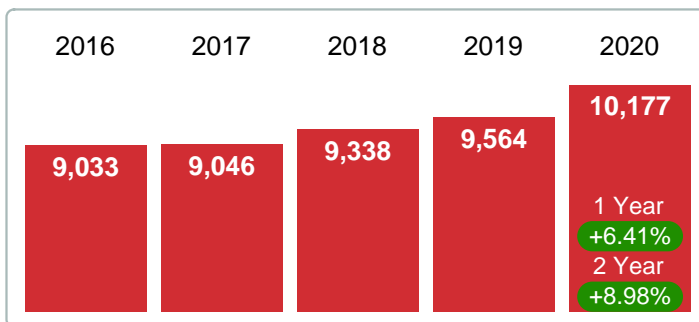
CLOSED LISTINGS

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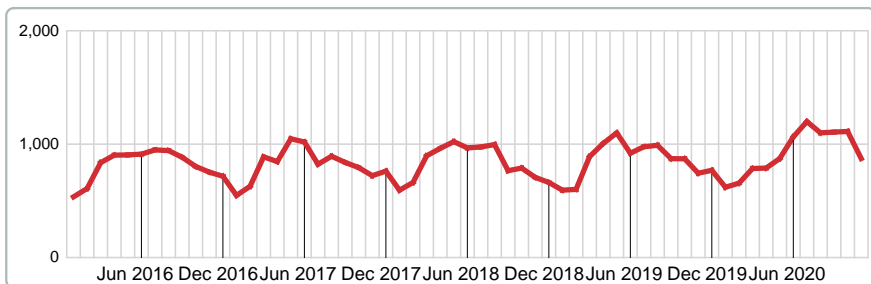
NOVEMBER



YEAR TO DATE (YTD)

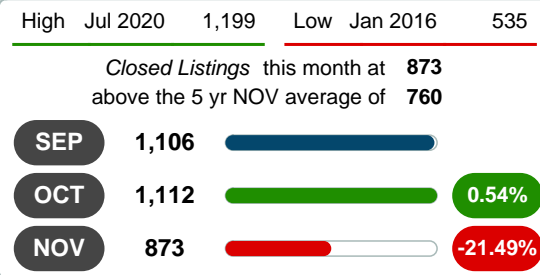


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 760



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	86	9.85%	6.5	41	40	5	0
\$100,001 - \$125,000	50	5.73%	4.5	9	35	5	1
\$125,001 - \$175,000	177	20.27%	4.0	20	137	18	2
\$175,001 - \$225,000	186	21.31%	5.0	14	118	50	4
\$225,001 - \$300,000	167	19.13%	10.0	11	62	83	11
\$300,001 - \$400,000	114	13.06%	20.5	5	31	69	9
\$400,001 and up	93	10.65%	19.0	2	16	51	24
Total Closed Units	873			102	439	281	51
Total Closed Volume	220,694,295	100%	7.0	15.26M	88.38M	91.31M	25.75M
Median Closed Price	\$209,000			\$126,500	\$179,000	\$289,900	\$360,000

November 2020



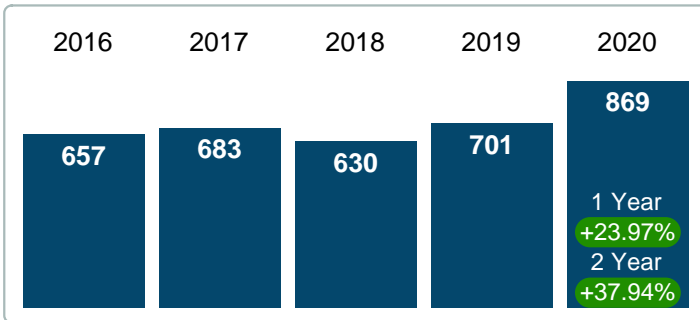
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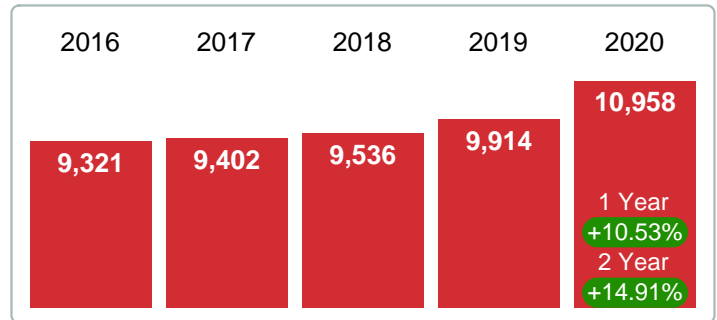
PENDING LISTINGS

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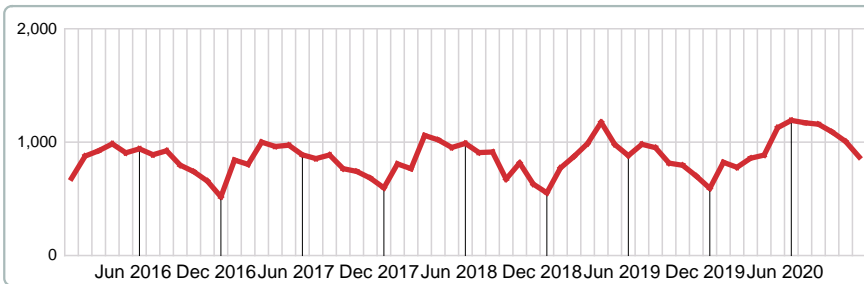
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

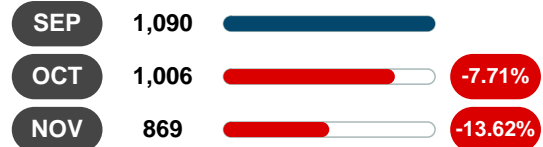


3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	59	6.79%	11.0	34	22	3	0
\$75,001 - \$125,000	84	9.67%	8.0	26	53	5	0
\$125,001 - \$175,000	172	19.79%	6.0	11	143	17	1
\$175,001 - \$225,000	173	19.91%	10.0	16	120	36	1
\$225,001 - \$300,000	170	19.56%	19.0	4	64	94	8
\$300,001 - \$375,000	104	11.97%	32.0	2	27	61	14
\$375,001 and up	107	12.31%	22.0	2	18	61	26
Total Pending Units	869			95	447	277	50
Total Pending Volume	210,295,248	100%	13.0	11.77M	86.64M	88.57M	23.31M
Median Listing Price	\$209,999			\$96,000	\$179,000	\$288,661	\$382,450

November 2020



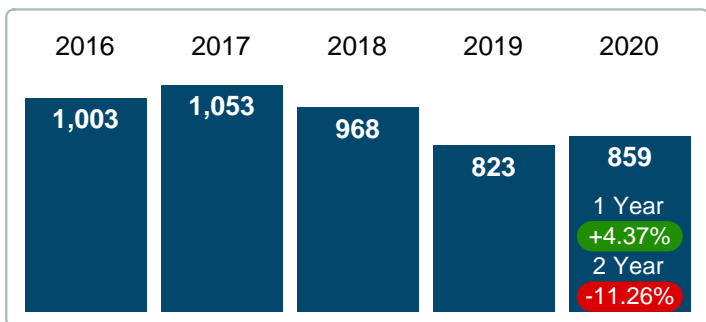
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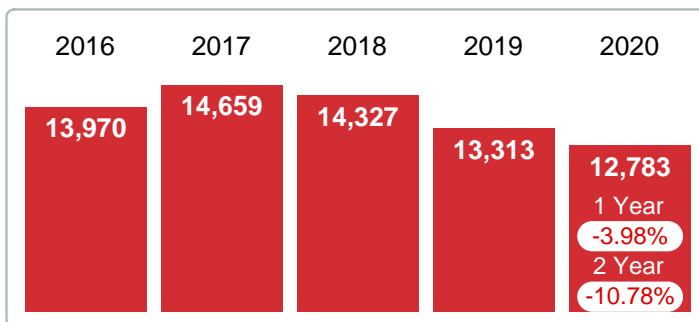
NEW LISTINGS

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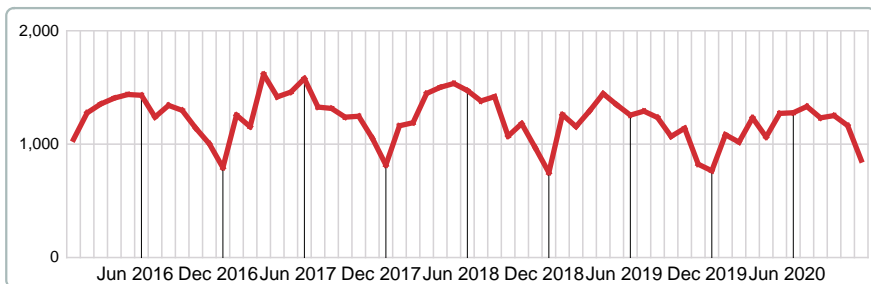
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Median New Listed Listing Price	\$212,511		\$98,750	\$179,900	\$307,000	\$524,900



Area Delimited by County Of Tulsa - Residential Property Type

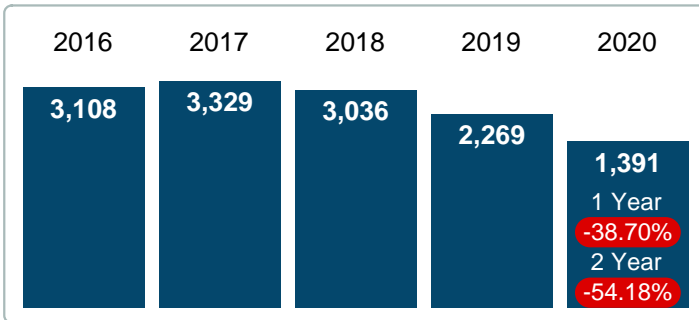


November 2020

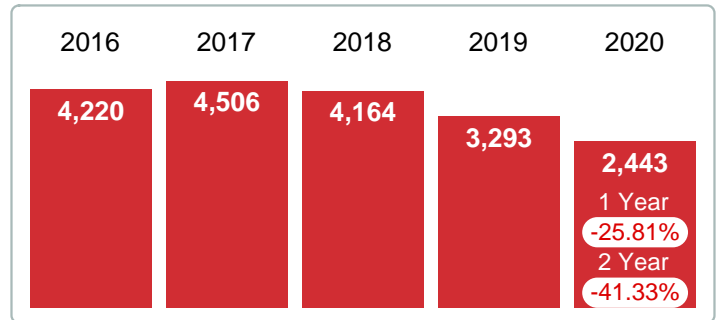
ACTIVE INVENTORY

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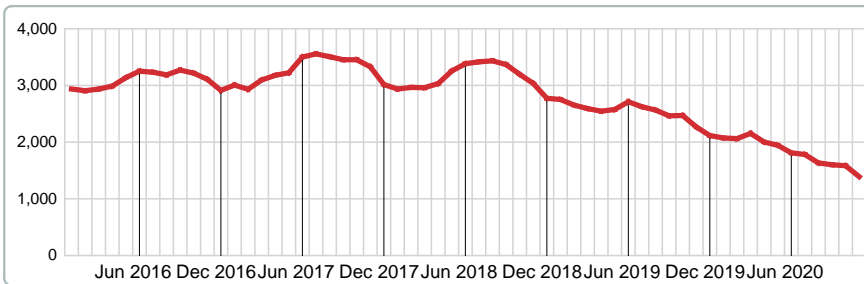
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

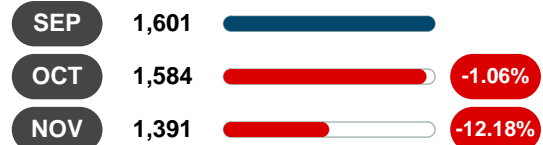


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	44	3.16%	34.0	32	11	1	0
\$50,001 - \$125,000	216	15.53%	61.0	83	109	21	3
\$125,001 - \$200,000	219	15.74%	31.0	26	153	37	3
\$200,001 - \$350,000	371	26.67%	42.0	28	136	181	26
\$350,001 - \$475,000	229	16.46%	66.0	11	62	128	28
\$475,001 - \$750,000	173	12.44%	70.0	3	30	80	60
\$750,001 and up	139	9.99%	76.0	2	16	52	69
Total Active Inventory by Units	1,391			185	517	500	189
Total Active Inventory by Volume	563,244,614	100%	53.0	28.32M	132.43M	224.08M	178.42M
Median Active Inventory Listing Price	\$293,900			\$89,900	\$195,000	\$365,000	\$614,400

November 2020



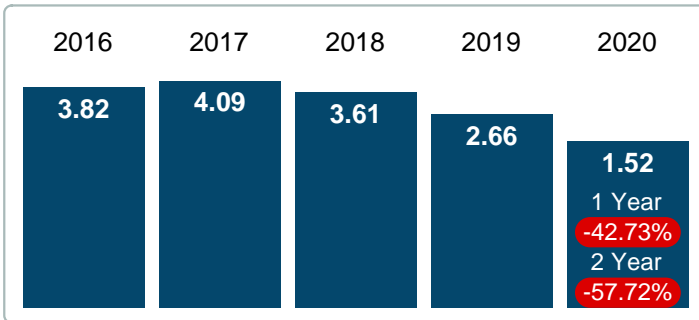
Area Delimited by County Of Tulsa - Residential Property Type



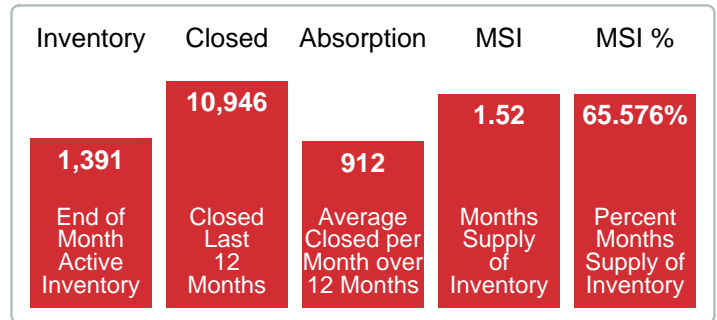
MONTHS SUPPLY of INVENTORY (MSI)

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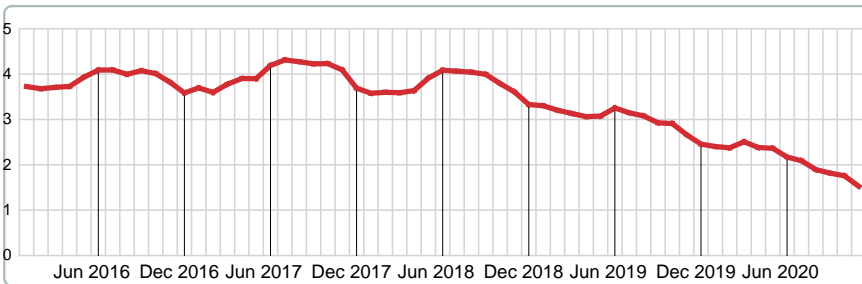
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

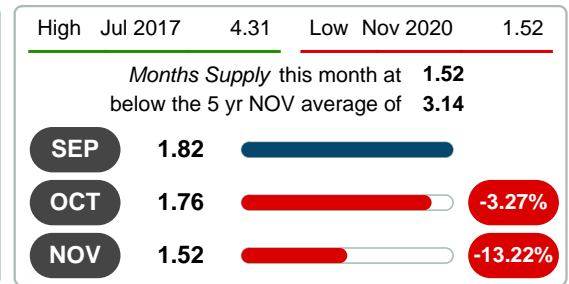


5 YEAR MARKET ACTIVITY TRENDS



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



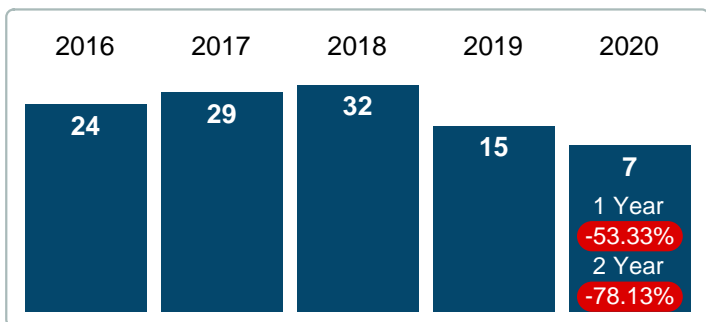
Area Delimited by County Of Tulsa - Residential Property Type



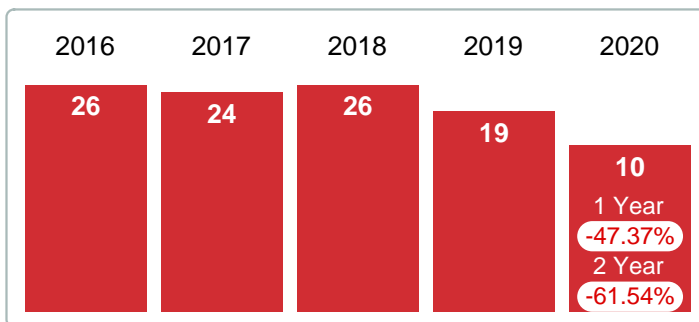
MEDIAN DAYS ON MARKET TO SALE

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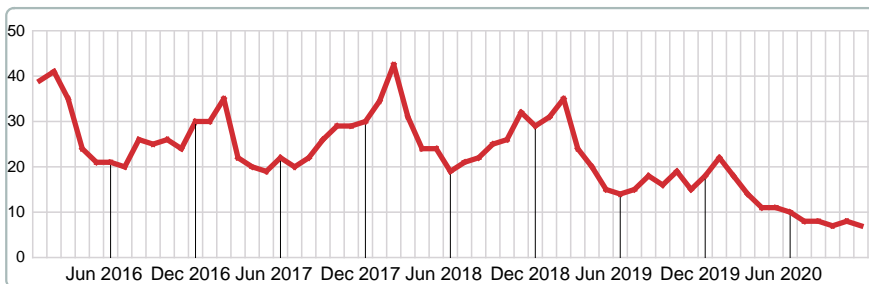
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 21

High Feb 2018 43 Low Nov 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr NOV average of 21



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
\$100,000 and less	9.85%	7	8	4	43	0
\$100,001 - \$125,000	5.73%	5	6	4	21	4
\$125,001 - \$175,000	20.27%	4	3	4	7	41
\$175,001 - \$225,000	21.31%	5	10	4	7	12
\$225,001 - \$300,000	19.13%	10	26	10	8	12
\$300,001 - \$400,000	13.06%	21	6	19	21	32
\$400,001 and up	10.65%	19	32	26	15	20
Median Closed DOM		7	7	5	12	16
Total Closed Units	100%	873	102	439	281	51
Total Closed Volume		220,694,295	15.26M	88.38M	91.31M	25.75M

November 2020



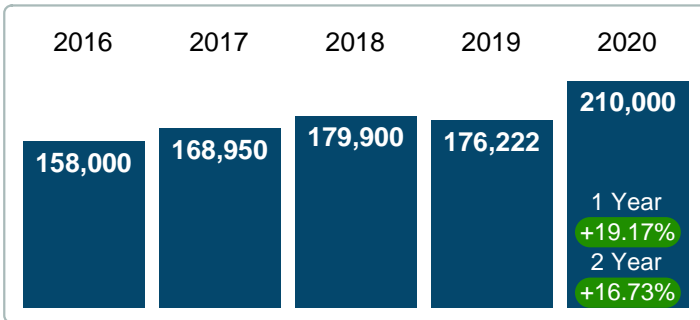
Area Delimited by County Of Tulsa - Residential Property Type



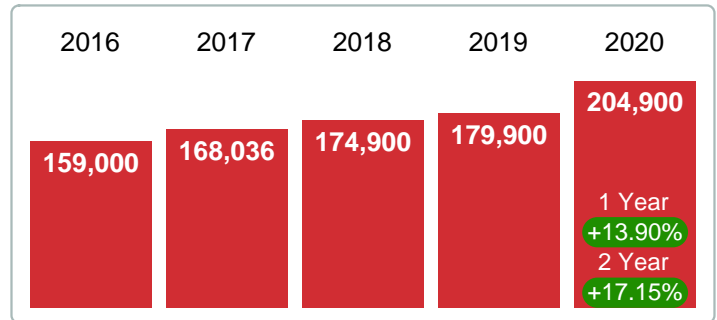
MEDIAN LIST PRICE AT CLOSING

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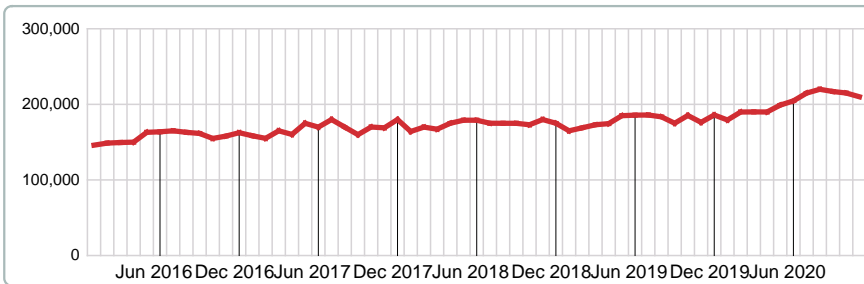
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

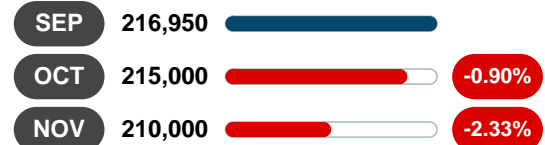


3 MONTHS

5 year NOV AVG = 178,614

High Aug 2020 219,900 Low Jan 2016 146,000

Median List Price at Closing this month at **210,000**
above the 5 yr NOV average of **178,614**



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	
\$100,000 and less	83	9.51%	74,000	72,000	80,000	69,995	0
\$100,001 - \$125,000	57	6.53%	118,000	119,900	118,000	124,900	110,000
\$125,001 - \$175,000	169	19.36%	152,000	149,500	150,000	164,750	156,900
\$175,001 - \$225,000	184	21.08%	199,900	209,900	197,000	204,900	193,700
\$225,001 - \$300,000	172	19.70%	259,950	260,467	250,600	269,900	260,000
\$300,001 - \$400,000	116	13.29%	349,450	324,900	360,000	349,900	327,900
\$400,001 and up	92	10.54%	529,950	490,450	514,950	534,950	512,000
Median List Price		210,000		127,000	180,000	289,900	375,000
Total Closed Units	873	100%	210,000	102	439	281	51
Total Closed Volume	223,594,509			15.56M	89.10M	92.75M	26.19M

November 2020



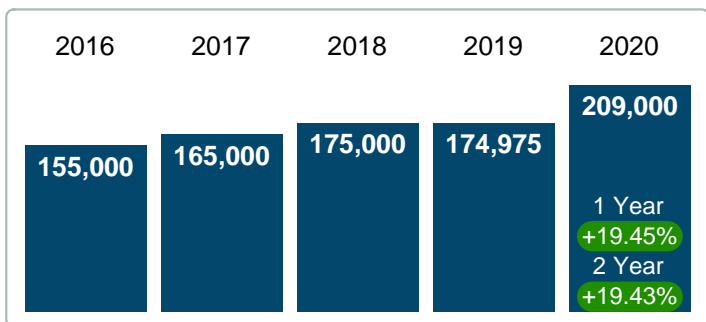
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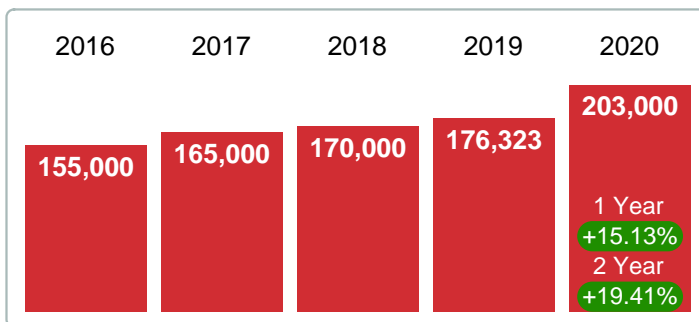
MEDIAN SOLD PRICE AT CLOSING

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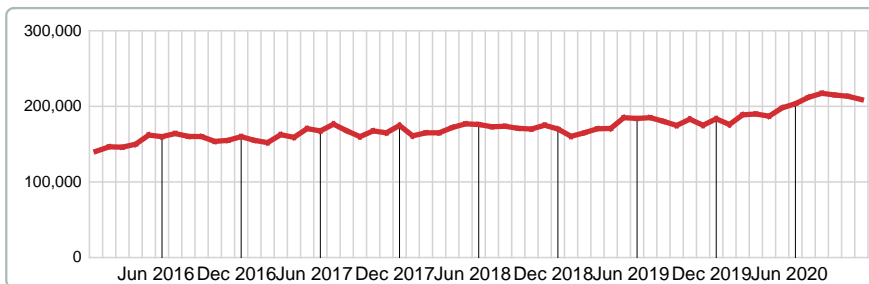
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

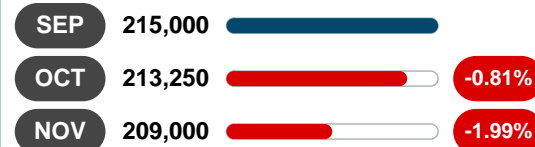


3 MONTHS

5 year NOV AVG = 175,795

High Aug 2020 217,250 Low Jan 2016 140,500

Median Sold Price at Closing this month at **209,000** above the 5 yr NOV average of **175,795**



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
\$100,000 and less	86	9.85%	73,700	67,500	78,150	70,000	0
\$100,001 - \$125,000	50	5.73%	115,500	122,900	115,000	117,000	105,550
\$125,001 - \$175,000	177	20.27%	152,500	155,500	151,000	164,750	155,400
\$175,001 - \$225,000	186	21.31%	199,700	213,500	197,000	200,000	192,250
\$225,001 - \$300,000	167	19.13%	260,433	260,433	252,000	267,500	258,000
\$300,001 - \$400,000	114	13.06%	346,000	320,000	359,000	349,000	329,900
\$400,001 and up	93	10.65%	524,908	475,000	500,000	525,000	525,797
Median Sold Price			209,000	126,500	179,000	289,900	360,000
Total Closed Units		100%	209,000	102	439	281	51
Total Closed Volume			220,694,295	15.26M	88.38M	91.31M	25.75M

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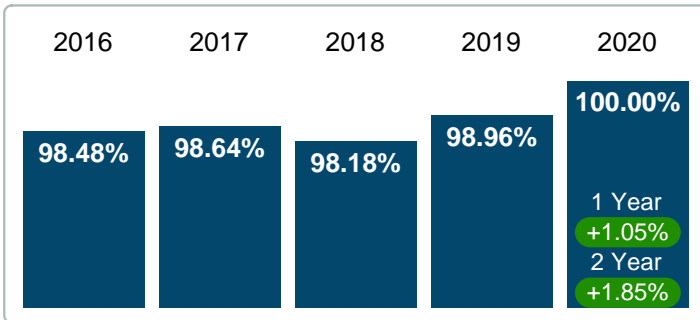
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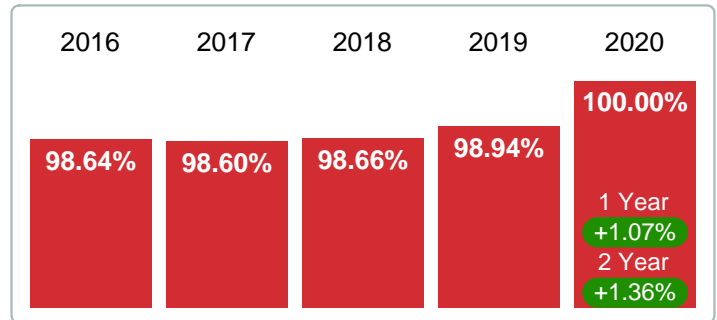
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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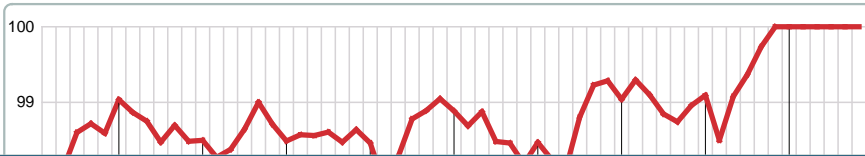
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.85%

High Nov 2020 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.85%**

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
\$100,000 and less	86	9.85%	96.24%	96.19%	97.31%	94.84%	0.00%
\$100,001 - \$125,000	50	5.73%	100.00%	100.00%	100.00%	93.04%	95.95%
\$125,001 - \$175,000	177	20.27%	100.00%	100.15%	100.00%	100.00%	99.02%
\$175,001 - \$225,000	186	21.31%	100.00%	97.58%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	167	19.13%	100.00%	97.58%	100.00%	100.00%	99.17%
\$300,001 - \$400,000	114	13.06%	99.92%	98.49%	100.00%	100.00%	99.14%
\$400,001 and up	93	10.65%	99.00%	96.54%	98.07%	99.00%	99.47%
Median Sold/List Ratio		100.00%		97.99%	100.00%	100.00%	99.23%
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



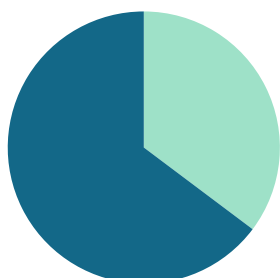
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

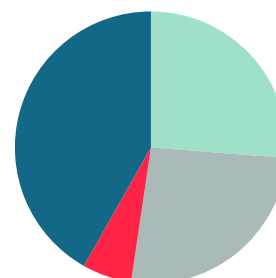


Inventory
 New Listings
859 = 35.25%
 Start Inventory
1,578
 Total Inventory Units
2,437
 Volume
\$861,508,602

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%
Median List Price	176,222	210,000	19.17%	179,900	204,900	13.90%
Median Sale Price	174,975	209,000	19.45%	176,323	203,000	15.13%
Median Percent of Selling Price to List Price	98.96%	100.00%	1.05%	98.94%	100.00%	1.07%
Median Days on Market to Sale	15.00	7.00	-53.33%	19.00	10.00	-47.37%
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%

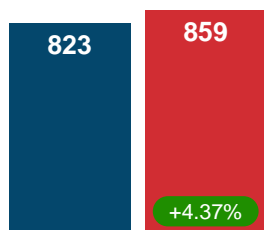
Absorption: Last 12 months, an Average of **912** Sales/Month

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

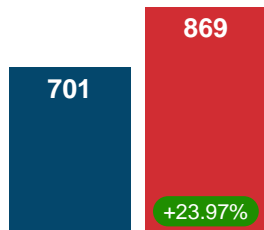
NOVEMBER MARKET

MEDIAN PRICES

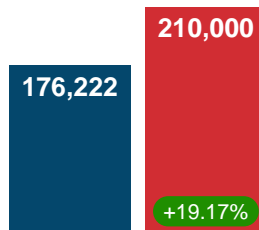
New Listings



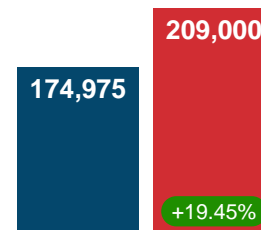
Pending Listings



List Price



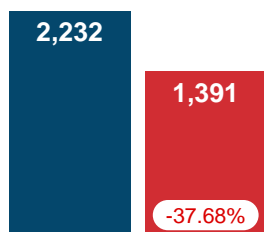
Sale Price



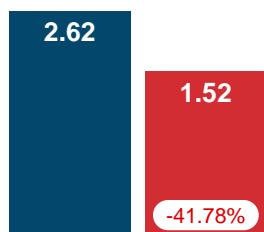
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

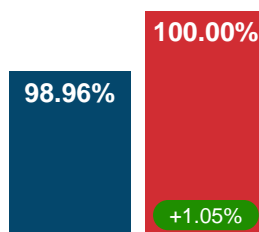
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

