

November 2021



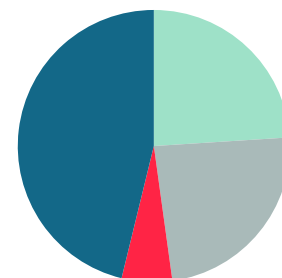
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	1,504	1,719	14.30%
Pending Listings	1,450	1,708	17.79%
New Listings	1,684	1,829	8.61%
Average List Price	222,238	247,207	11.24%
Average Sale Price	218,192	244,232	11.93%
Average Percent of Selling Price to List Price	98.48%	99.32%	0.85%
Average Days on Market to Sale	26.73	23.99	-10.27%
End of Month Inventory	5,885	3,310	-43.76%
Months Supply of Inventory	3.75	1.92	-48.98%



■ Closed (23.98%)
■ Pending (23.83%)
■ Other OffMarket (6.00%)
■ Active (46.18%)

Absorption: Last 12 months, an Average of **1,728** Sales/Month
Active Inventory as of November 30, 2021 = **3,310**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **43.76%** to 3,310 existing homes available for sale. Over the last 12 months this area has had an average of 1,728 closed sales per month. This represents an unsold inventory index of **1.92** 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 **11.93%** in November 2021 to \$244,232 versus the previous year at \$218,192.

Average Days on Market Shortens

The average number of **23.99** days that homes spent on the market before selling decreased by 2.75 days or **10.27%** in November 2021 compared to last year's same month at **26.73** DOM.

Sales Success for November 2021 is Positive

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

There were 1,829 New Listings in November 2021, up **8.61%** from last year at 1,684. Furthermore, there were 1,719 Closed Listings this month versus last year at 1,504, a **14.30%** increase.

Closed versus Listed trends yielded a **94.0%** ratio, up from previous year's, November 2020, at **89.3%**, a **5.23%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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 2021



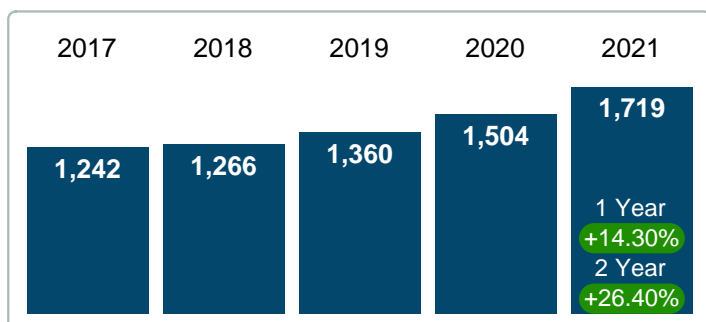
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



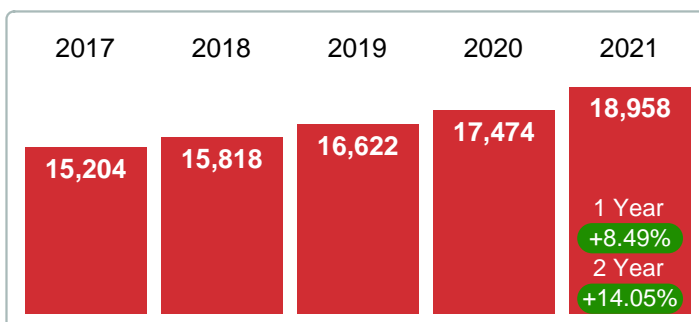
CLOSED LISTINGS

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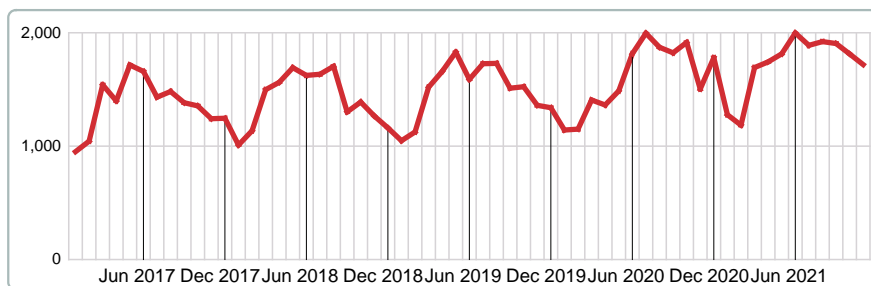
NOVEMBER



YEAR TO DATE (YTD)

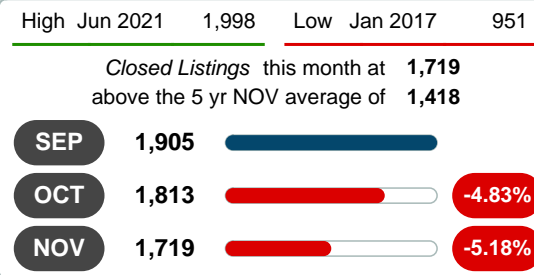


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,418



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	162	9.42%	33.4	34	89	37	2
\$25,001 - \$100,000	177	10.30%	29.2	117	53	6	1
\$100,001 - \$150,000	207	12.04%	16.9	45	144	14	4
\$150,001 - \$250,000	537	31.24%	16.6	50	367	114	6
\$250,001 - \$325,000	254	14.78%	16.1	22	115	112	5
\$325,001 - \$450,000	209	12.16%	29.4	10	74	101	24
\$450,001 and up	173	10.06%	46.3	14	37	89	33
Total Closed Units	1,719			292	879	473	75
Total Closed Volume	419,835,498	100%	24.0	45.40M	179.44M	153.59M	41.41M
Average Closed Price	\$244,232			\$155,470	\$204,140	\$324,713	\$552,128

November 2021



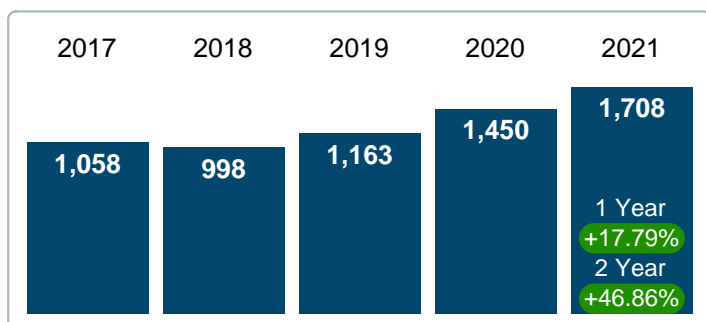
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



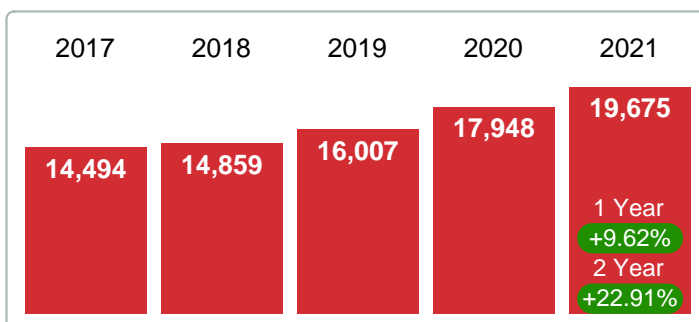
PENDING LISTINGS

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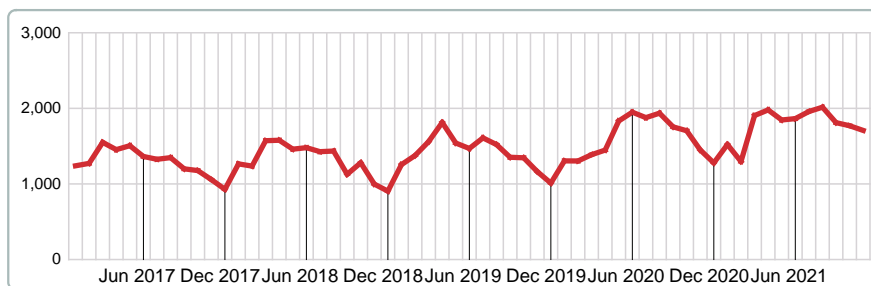
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

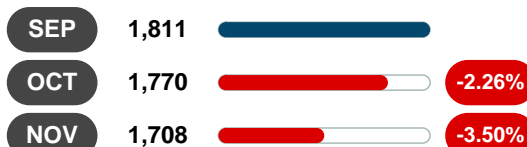


3 MONTHS

5 year NOV AVG = 1,275

High Aug 2021 2,015 Low Dec 2018 905

Pending Listings this month at **1,708**
above the 5 yr NOV average of **1,275**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	144	8.43%	39.1	63	61	18	2
\$50,001 - \$125,000	226	13.23%	37.1	118	92	12	4
\$125,001 - \$175,000	268	15.69%	28.3	63	177	28	0
\$175,001 - \$250,000	450	26.35%	20.9	52	310	76	12
\$250,001 - \$325,000	210	12.30%	27.5	20	101	85	4
\$325,001 - \$450,000	218	12.76%	32.6	27	67	105	19
\$450,001 and up	192	11.24%	46.1	16	41	99	36
Total Pending Units	1,708			359	849	423	77
Total Pending Volume	440,642,020	100%	26.5	63.89M	181.25M	154.90M	40.61M
Average Listing Price	\$195,798			\$177,953	\$213,487	\$366,189	\$527,379

November 2021



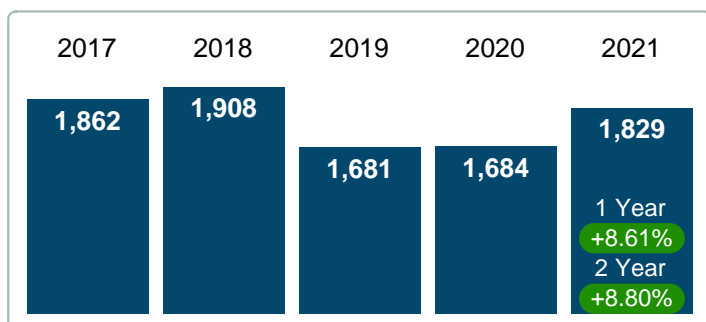
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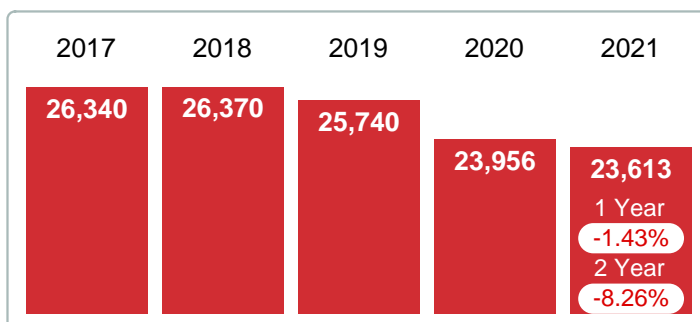
NEW LISTINGS

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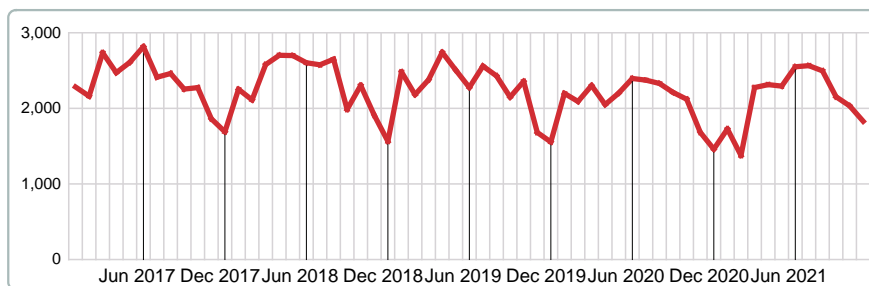
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

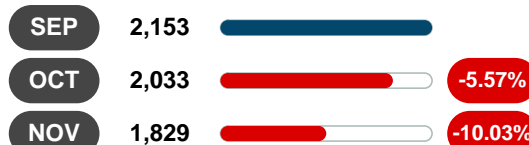


3 MONTHS

5 year NOV AVG = 1,793

High Jun 2017 2,816 Low Feb 2021 1,377

New Listings this month at **1,829**
above the 5 yr NOV average of **1,793**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	176	9.62%	68	81	24	3
\$25,001 - \$75,000	166	9.08%	126	37	3	0
\$75,001 - \$150,000	308	16.84%	138	150	19	1
\$150,001 - \$225,000	432	23.62%	72	302	52	6
\$225,001 - \$325,000	343	18.75%	46	185	103	9
\$325,001 - \$475,000	214	11.70%	31	57	106	20
\$475,001 and up	190	10.39%	46	27	86	31
Total New Listed Units	1,829		527	839	393	70
Total New Listed Volume	470,521,318	100%	120.13M	168.84M	142.50M	39.05M
Average New Listed Listing Price	\$175,887		\$227,960	\$201,236	\$362,593	\$557,862

November 2021



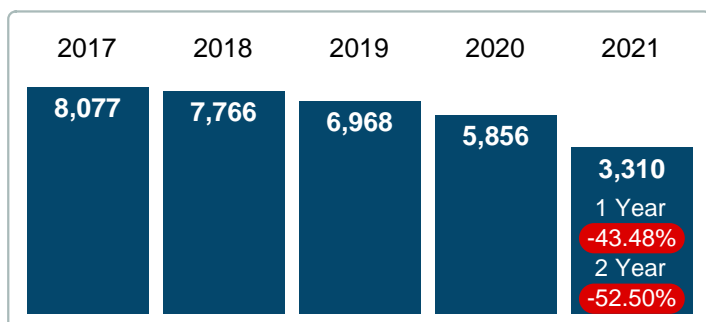
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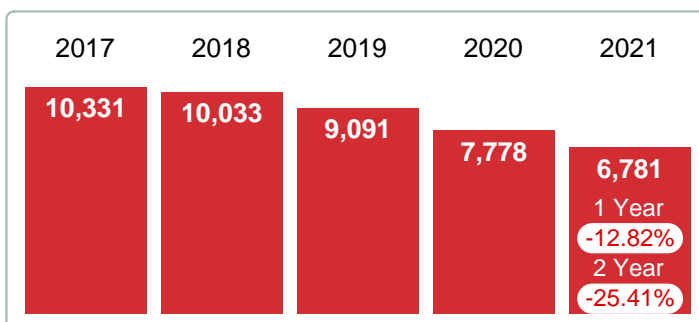
ACTIVE INVENTORY

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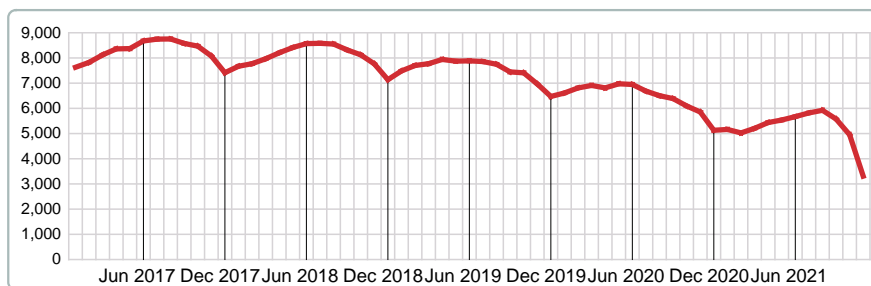
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

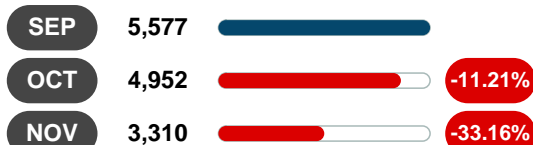


3 MONTHS

5 year NOV AVG = 6,395

High Aug 2017 8,754 Low Nov 2021 3,310

Inventory this month at **3,310**
below the 5 yr NOV average of **6,395**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	325	9.82%	68.4	199	96	27	3	
\$25,001 - \$75,000	398	12.02%	117.8	325	64	7	2	
\$75,001 - \$125,000	392	11.84%	83.3	273	98	19	2	
\$125,001 - \$275,000	943	28.49%	71.6	334	461	139	9	
\$275,001 - \$425,000	493	14.89%	79.6	150	142	167	34	
\$425,001 - \$800,000	424	12.81%	88.7	119	89	165	51	
\$800,001 and up	335	10.12%	113.6	187	19	56	73	
Total Active Inventory by Units				3,310	1,587	969	580	174
Total Active Inventory by Volume				1,233,608,576	569.98M	230.75M	264.51M	168.37M
Average Active Inventory Listing Price				\$372,691	\$359,156	\$238,135	\$456,052	\$967,615

November 2021



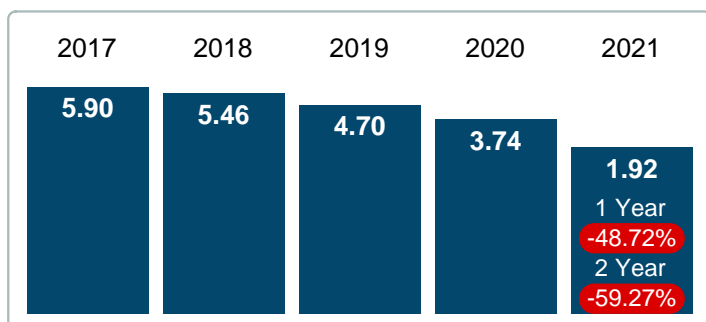
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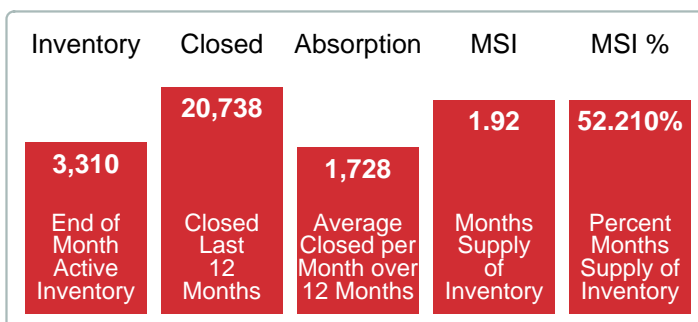
MONTHS SUPPLY of INVENTORY (MSI)

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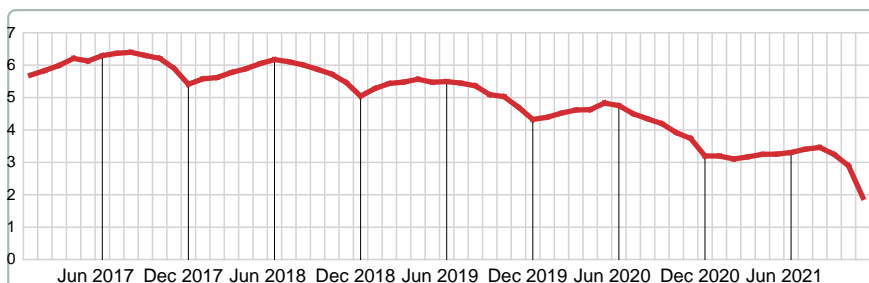
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

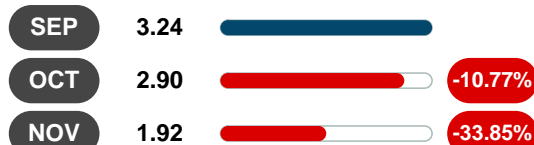


3 MONTHS

5 year NOV AVG = 4.34

High Aug 2017 6.40 Low Nov 2021 1.92

Months Supply this month at 1.92 below the 5 yr NOV average of 4.34



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
\$25,000 and less	325	9.82%	2.32	4.40	1.35	1.24	1.38
\$25,001 - \$75,000	398	12.02%	3.09	3.71	1.79	1.47	2.40
\$75,001 - \$125,000	392	11.84%	2.44	4.09	1.17	2.04	1.85
\$125,001 - \$275,000	943	28.49%	1.20	3.88	0.88	0.85	0.72
\$275,001 - \$425,000	493	14.89%	1.46	8.22	1.18	0.99	1.11
\$425,001 - \$800,000	424	12.81%	2.87	12.31	3.22	2.11	1.60
\$800,001 and up	335	10.12%	11.65	34.52	7.35	4.87	7.89
Market Supply of Inventory (MSI)			1.92	4.97	1.12	1.27	1.97
Total Active Inventory by Units		100%	1.92	1,587	969	580	174

November 2021



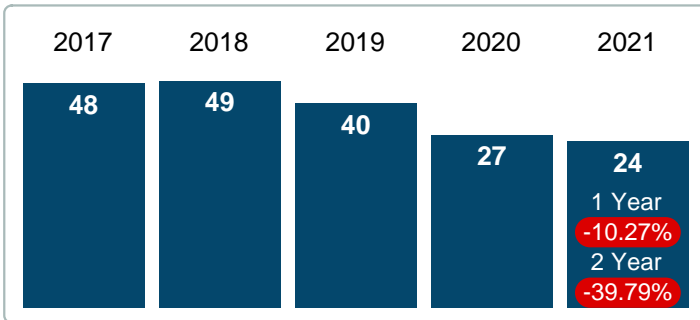
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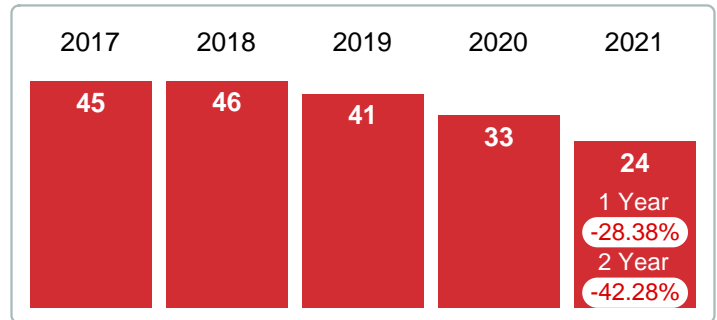
AVERAGE DAYS ON MARKET TO SALE

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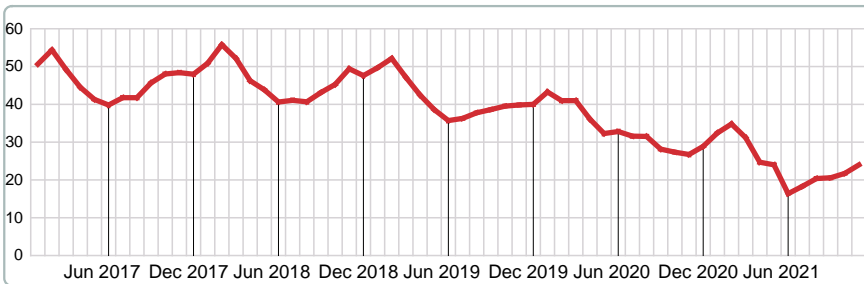
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

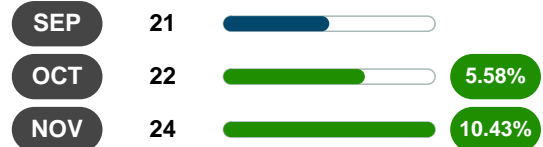


3 MONTHS

5 year NOV AVG = 38

High Feb 2018 56 Low Jun 2021 16

Average Days on Market to Sale this month at 24 below the 5 yr NOV average of 38



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
\$25,000 and less 162	9.42%	33	51	27	33	34
\$25,001 - \$100,000 177	10.30%	29	32	21	38	57
\$100,001 - \$150,000 207	12.04%	17	29	12	26	27
\$150,001 - \$250,000 537	31.24%	17	36	14	16	22
\$250,001 - \$325,000 254	14.78%	16	52	13	12	21
\$325,001 - \$450,000 209	12.16%	29	52	30	28	25
\$450,001 and up 173	10.06%	46	44	38	49	50
Average Closed DOM		24	37	18	26	36
Total Closed Units	100%	24	292	879	473	75
Total Closed Volume		419,835,498	45.40M	179.44M	153.59M	41.41M

November 2021



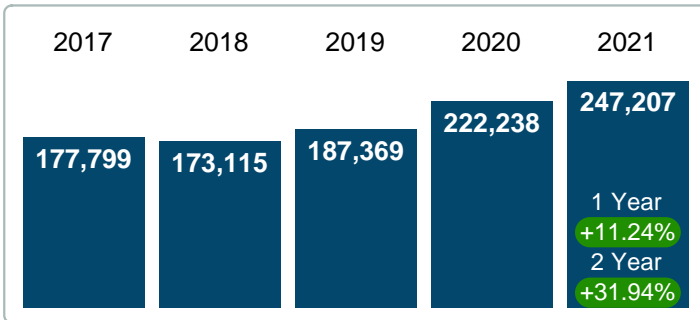
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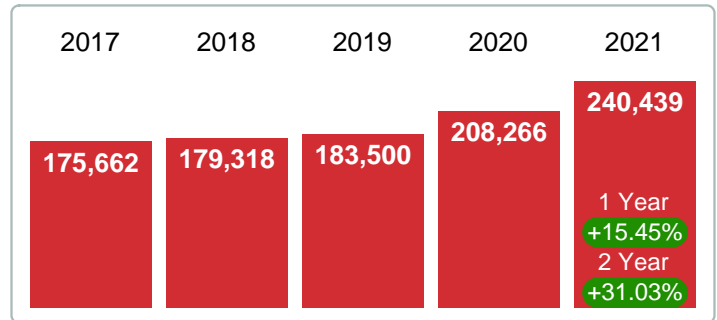
AVERAGE LIST PRICE AT CLOSING

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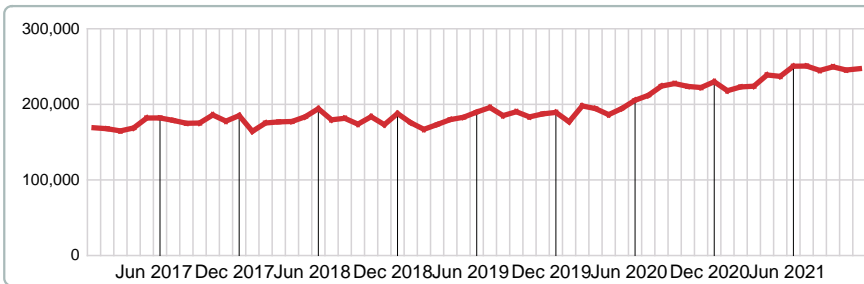
NOVEMBER



YEAR TO DATE (YTD)

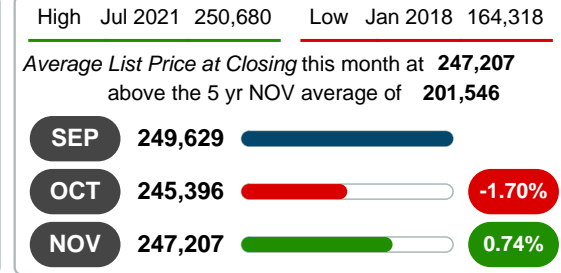


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 201,546



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
\$25,000 and less 162	9.42%	4,051	13,998	1,701	1,884	2,923
\$25,001 - \$100,000 160	9.31%	68,569	71,298	81,096	77,483	70,000
\$100,001 - \$150,000 225	13.09%	130,976	130,881	132,132	132,607	138,725
\$150,001 - \$250,000 546	31.76%	201,697	199,150	196,808	213,430	207,817
\$250,001 - \$325,000 238	13.85%	288,592	295,280	283,801	291,935	302,940
\$325,001 - \$450,000 212	12.33%	385,427	452,874	380,142	388,648	391,267
\$450,001 and up 176	10.24%	700,742	887,643	611,209	630,581	914,197
Average List Price		247,207	164,784	203,740	327,260	572,684
Total Closed Units		1,719	292	879	473	75
Total Closed Volume		424,949,227	48.12M	179.09M	154.79M	42.95M

November 2021



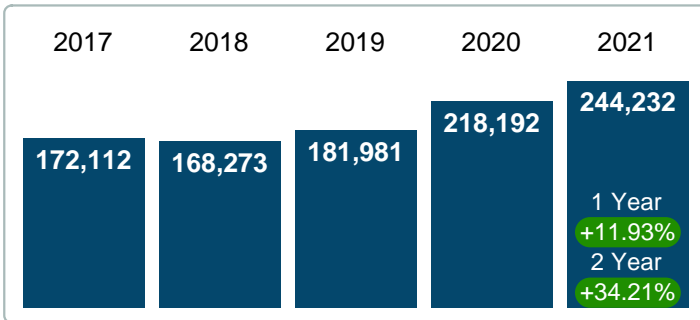
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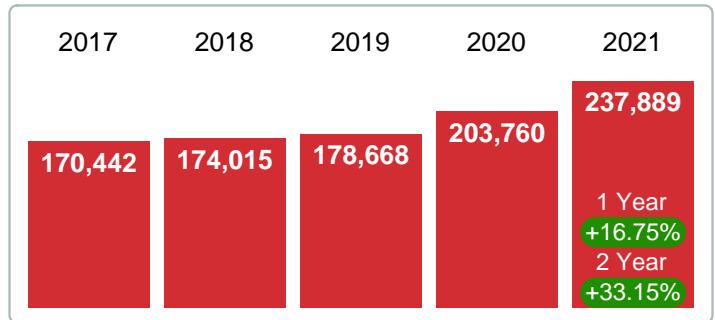
AVERAGE SOLD PRICE AT CLOSING

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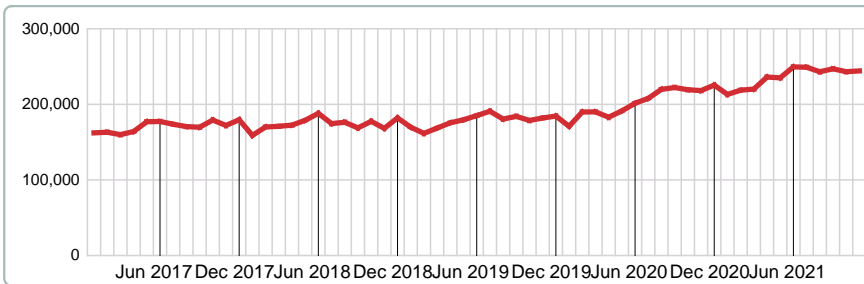
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

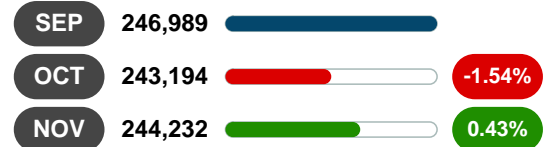


3 MONTHS

5 year NOV AVG = 196,958

High Jun 2021 249,558 Low Jan 2018 158,952

Average Sold Price at Closing this month at **244,232** above the 5 yr NOV average of **196,958**



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
\$25,000 and less	9.42%	3,622	10,586	1,707	1,868	2,923
\$25,001 - \$100,000	10.30%	68,398	65,629	74,639	71,158	45,000
\$100,001 - \$150,000	12.04%	130,672	129,087	131,264	128,450	134,975
\$150,001 - \$250,000	31.24%	200,869	193,410	198,008	213,553	197,000
\$250,001 - \$325,000	14.78%	287,803	282,014	284,271	292,294	293,940
\$325,001 - \$450,000	12.16%	383,214	391,490	374,674	387,330	388,773
\$450,001 and up	10.06%	688,051	840,000	630,911	619,018	873,835
Average Sold Price		244,232	155,470	204,140	324,713	552,128
Total Closed Units	100%	244,232	292	879	473	75
Total Closed Volume		419,835,498	45.40M	179.44M	153.59M	41.41M

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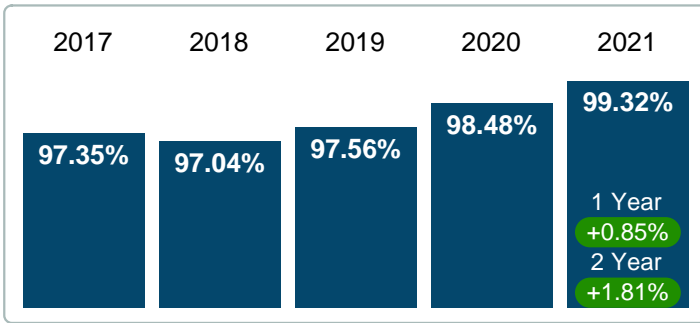
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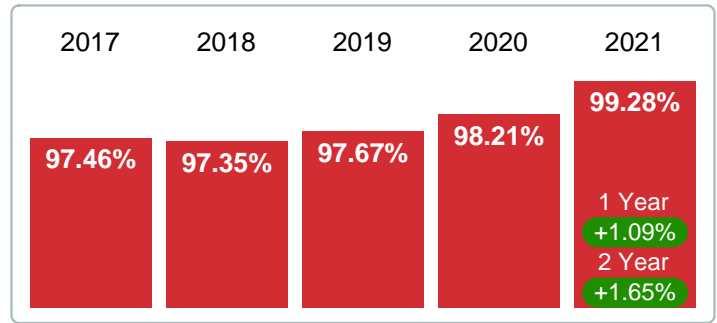
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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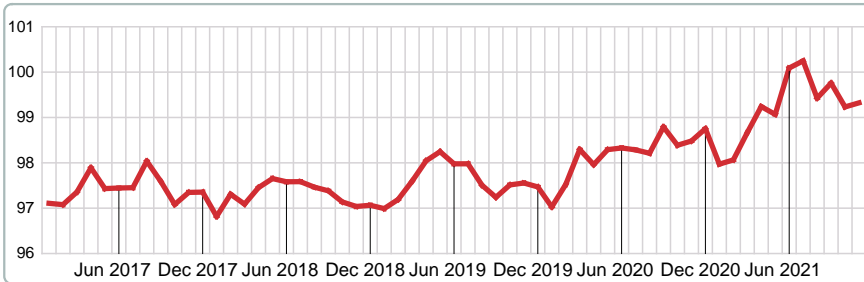
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

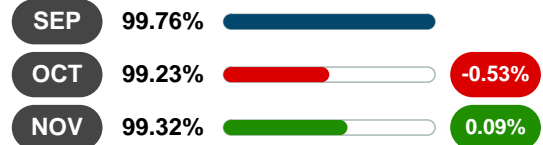


3 MONTHS

5 year NOV AVG = 97.95%

High Jul 2021 100.25% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.32%** above the 5 yr NOV average of **97.95%**



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
\$25,000 and less	162	9.42%	97.54%	88.10%	100.37%	99.26%	100.00%
\$25,001 - \$100,000	177	10.30%	94.30%	94.57%	94.40%	93.14%	64.29%
\$100,001 - \$150,000	207	12.04%	99.33%	98.88%	99.74%	97.34%	96.99%
\$150,001 - \$250,000	537	31.24%	101.15%	97.53%	102.01%	100.22%	96.23%
\$250,001 - \$325,000	254	14.78%	100.08%	98.84%	100.28%	100.24%	97.57%
\$325,001 - \$450,000	209	12.16%	98.90%	90.37%	98.76%	99.74%	99.35%
\$450,001 and up	173	10.06%	99.85%	95.11%	107.45%	98.51%	96.96%
Average Sold/List Ratio		99.30%		95.19%	100.74%	99.55%	97.35%
Total Closed Units	1,719	100%	99.30%	292	879	473	75
Total Closed Volume	419,835,498			45.40M	179.44M	153.59M	41.41M

November 2021



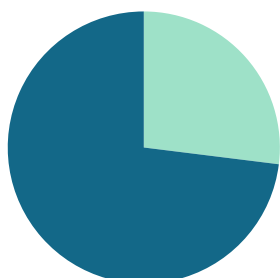
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

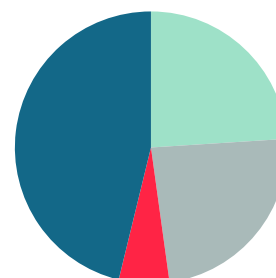


Inventory
 New Listings
1,829 = 26.96%
 Start Inventory
4,954
 Total Inventory Units
6,783
 Volume
\$2,167,911,022

Market Activity

Closed Sales
1,719 = 23.98%
 Pending Sales
1,708 = 23.83%
 Other Off Market
430 = 6.00%
 Active Inventory
3,310 = 46.18%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,504	1,719	14.30%	17,474	18,958	8.49%
Pending Sales	1,450	1,708	17.79%	17,948	19,675	9.62%
New Listings	1,684	1,829	8.61%	23,956	23,613	-1.43%
Average List Price	222,238	247,207	11.24%	208,266	240,439	15.45%
Average Sale Price	218,192	244,232	11.93%	203,760	237,889	16.75%
Average Percent of Selling Price to List Price	98.48%	99.32%	0.85%	98.21%	99.28%	1.09%
Average Days on Market to Sale	26.73	23.99	-10.27%	33.01	23.64	-28.38%
Monthly Inventory	5,885	3,310	-43.76%	5,885	3,310	-43.76%
Months Supply of Inventory	3.75	1.92	-48.98%	3.75	1.92	-48.98%

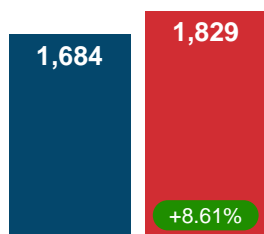
Absorption: Last 12 months, an Average of **1,728** Sales/Month

Inventory on November 30, 2021 = **3,310** 2020 2021

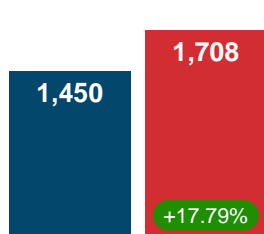
NOVEMBER MARKET

AVERAGE PRICES

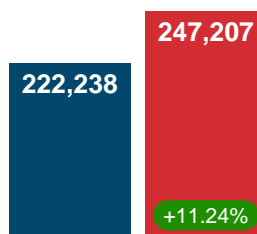
New Listings



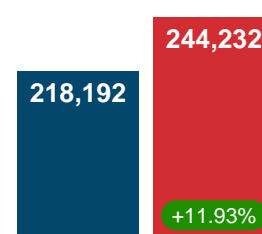
Pending Listings



List Price



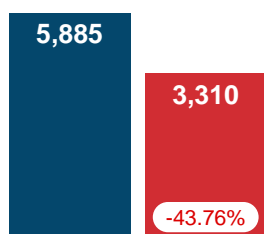
Sale Price



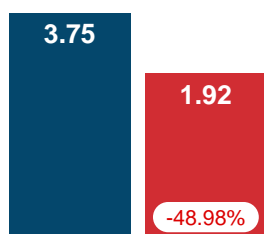
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

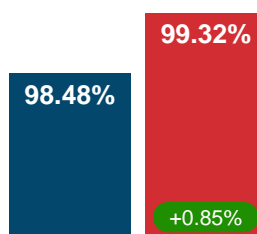
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

