



November 2021

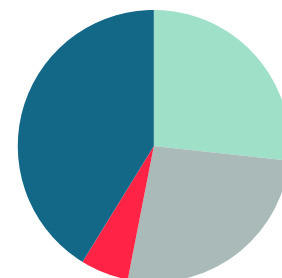
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	1,000	1,113	11.30%
Pending Listings	951	1,098	15.46%
New Listings	1,076	1,117	3.81%
Median List Price	195,000	212,500	8.97%
Median Sale Price	193,250	213,500	10.48%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	7.00	-12.50%
End of Month Inventory	3,517	1,717	-51.18%
Months Supply of Inventory	3.28	1.49	-54.64%



■ Closed (26.72%)
■ Pending (26.36%)
■ Other OffMarket (5.71%)
■ Active (41.21%)

Absorption: Last 12 months, an Average of **1,154** Sales/Month
Active Inventory as of November 30, 2021 = **1,717**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **51.18%** to 1,717 existing homes available for sale. Over the last 12 months this area has had an average of 1,154 closed sales per month. This represents an unsold inventory index of **1.49** 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 **10.48%** in November 2021 to \$213,500 versus the previous year at \$193,250.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 1.00 days or **12.50%** in November 2021 compared to last year's same month at **8.00** DOM.

Sales Success for November 2021 is Positive

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

There were 1,117 New Listings in November 2021, up **3.81%** from last year at 1,076. Furthermore, there were 1,113 Closed Listings this month versus last year at 1,000, a **11.30%** increase.

Closed versus Listed trends yielded a **99.6%** ratio, up from previous year's, November 2020, at **92.9%**, a **7.21%** 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 2021

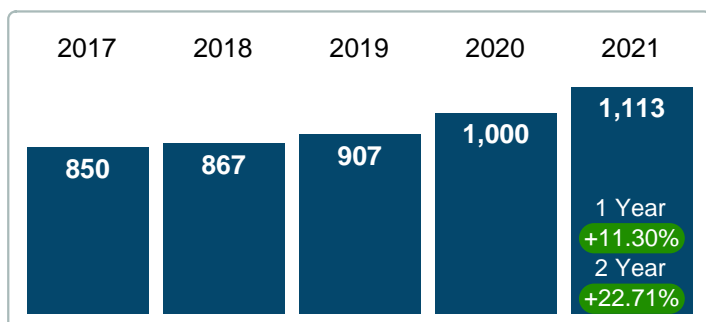
Area Delimited by County Of Tulsa



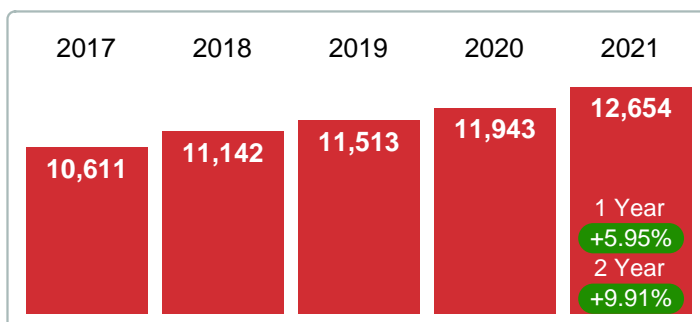
CLOSED LISTINGS

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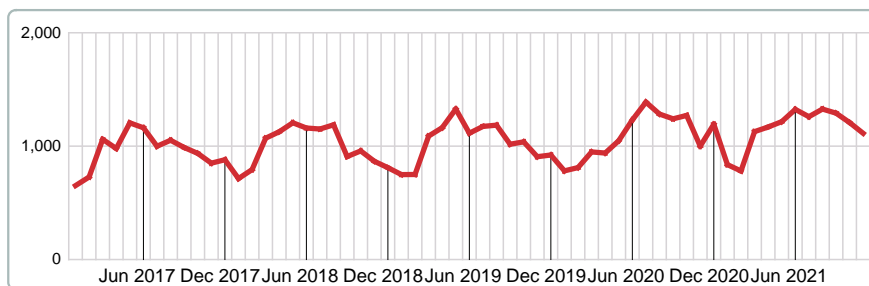
NOVEMBER



YEAR TO DATE (YTD)

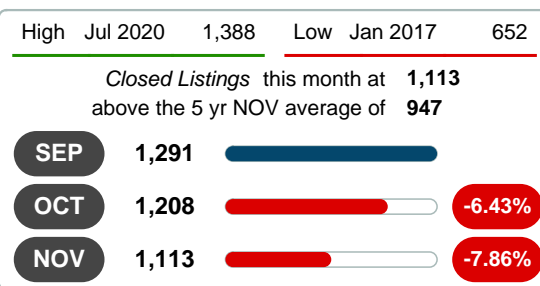


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 947



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1	212	19.05%	17.0	65	109	36	2
\$100,001	133	11.95%	5.0	21	103	9	0
\$150,001	351	31.54%	4.0	33	243	69	6
\$250,001	150	13.48%	5.0	12	61	74	3
\$325,001	141	12.67%	12.0	3	43	75	20
\$450,001 and up	126	11.32%	16.0	10	26	61	29
Total Closed Units	1,113			144	585	324	60
Total Closed Volume	281,841,934	100%	7.0	24.52M	114.91M	106.57M	35.84M
Median Closed Price	\$213,500			\$120,000	\$180,000	\$305,000	\$444,950



November 2021

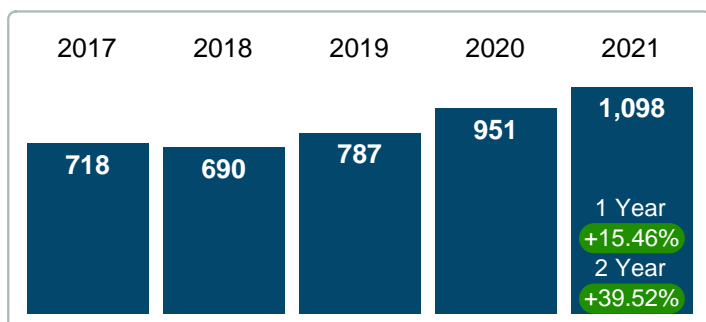
Area Delimited by County Of Tulsa



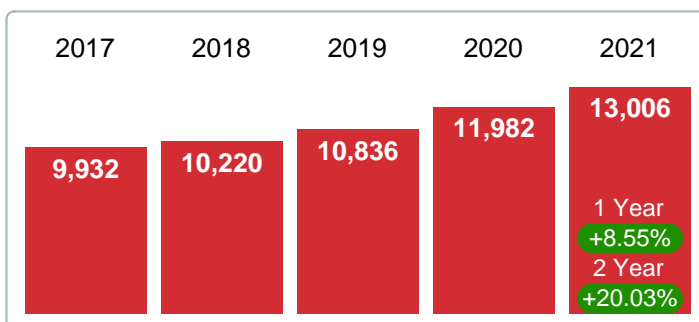
PENDING LISTINGS

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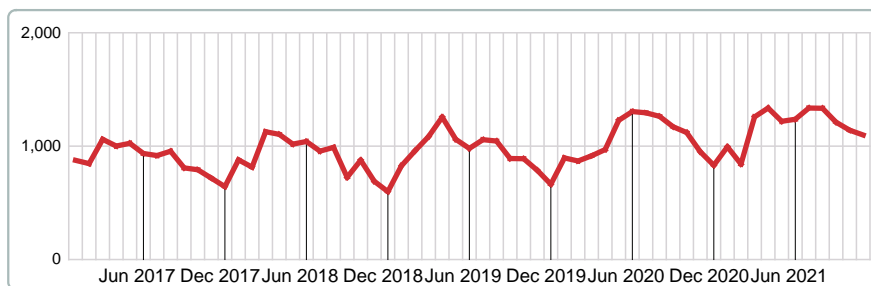
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

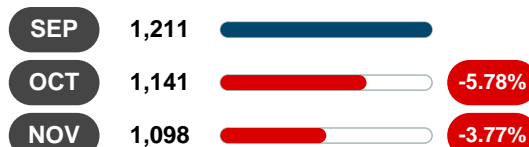


3 MONTHS

5 year NOV AVG = 849

High Jul 2021 1,336 Low Dec 2018 599

Pending Listings this month at **1,098**
above the 5 yr NOV average of **849**



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	114	10.38%	17.0	45	51	16	2
\$75,001 - \$125,000	94	8.56%	7.5	37	50	5	2
\$125,001 - \$175,000	187	17.03%	7.0	46	124	17	0
\$175,001 - \$250,000	294	26.78%	7.0	35	200	52	7
\$250,001 - \$350,000	162	14.75%	9.5	16	65	74	7
\$350,001 - \$450,000	118	10.75%	14.0	14	31	60	13
\$450,001 and up	129	11.75%	17.0	10	27	68	24
Total Pending Units	1,098			203	548	292	55
Total Pending Volume	292,022,821	100%	10.0	39.31M	115.06M	109.61M	28.04M
Median Listing Price	\$210,000			\$144,900	\$189,950	\$329,450	\$420,000



November 2021

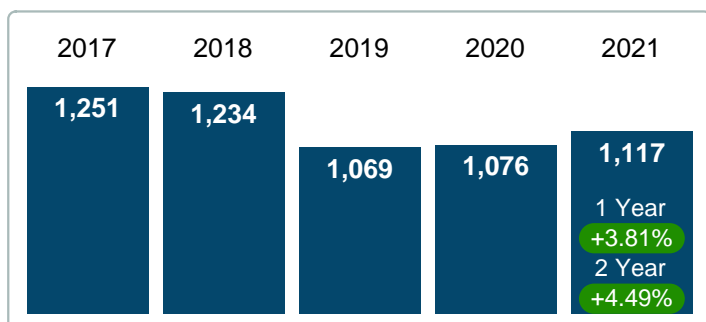
Area Delimited by County Of Tulsa



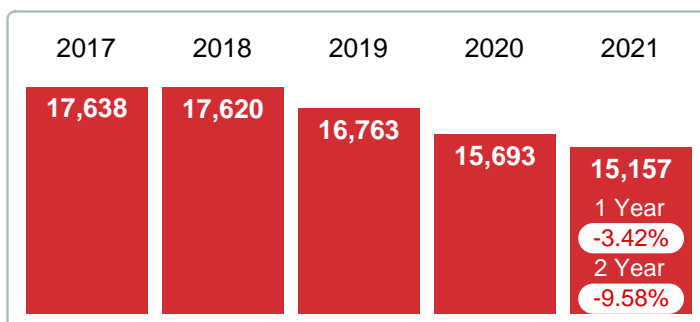
NEW LISTINGS

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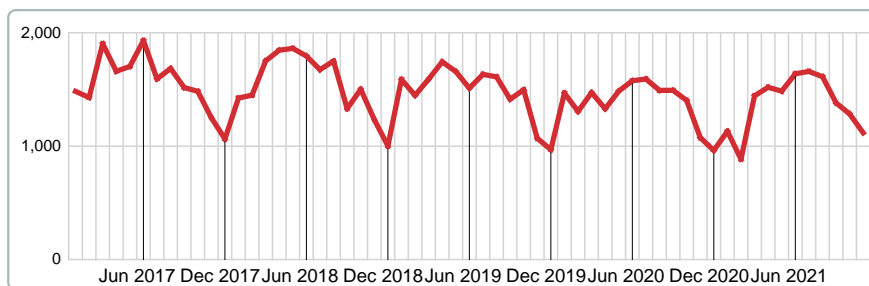
NOVEMBER



YEAR TO DATE (YTD)

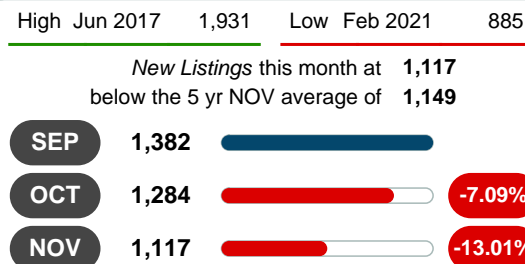


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,149



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 - \$100,000	241	21.58%	108	110	20	3
\$100,001 - \$150,000	125	11.19%	38	79	8	0
\$150,001 - \$225,000	275	24.62%	46	193	33	3
\$225,001 - \$325,000	206	18.44%	21	109	69	7
\$325,001 - \$475,000	149	13.34%	16	42	75	16
\$475,001 and up	121	10.83%	29	16	58	18
Total New Listed Units	1,117		258	549	263	47
Total New Listed Volume	299,112,728	100%	72.32M	105.38M	96.83M	24.58M
Median New Listed Listing Price	\$200,000		\$129,950	\$185,000	\$334,900	\$400,000



November 2021

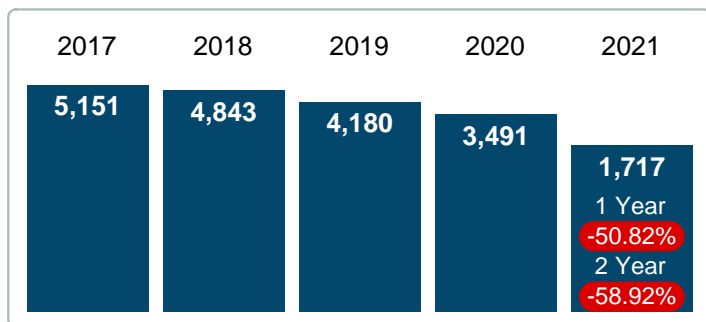
Area Delimited by County Of Tulsa



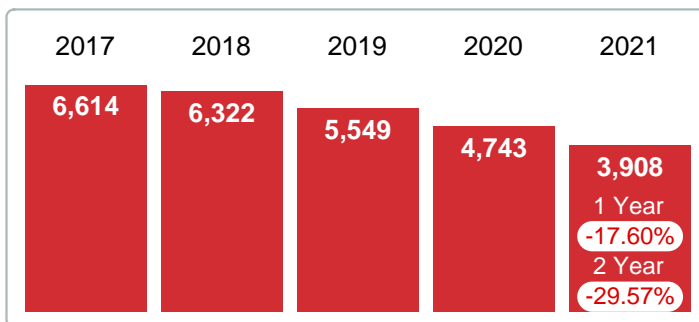
ACTIVE INVENTORY

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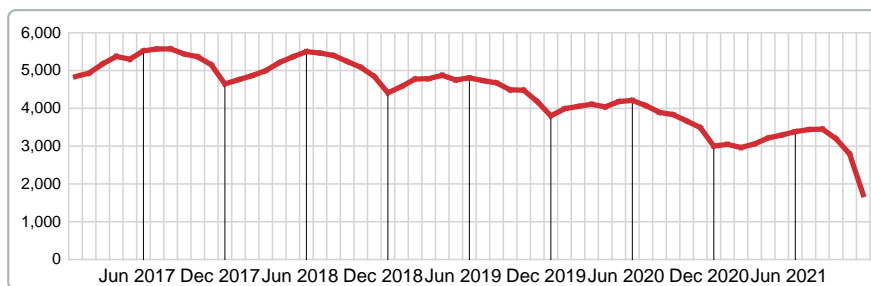
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

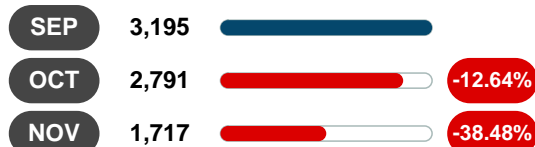


3 MONTHS

5 year NOV AVG = 3,876

High Aug 2017 5,573 | Low Nov 2021 1,717

Inventory this month at 1,717
 below the 5 yr NOV average of 3,876



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	17.0	0	0	0	0
\$1-\$75,000	322	18.75%	55.0	186	114	19	3
\$75,001-\$175,000	334	19.45%	50.0	160	151	23	0
\$175,001-\$325,000	417	24.29%	41.0	100	209	94	14
\$325,001-\$475,000	227	13.22%	57.0	53	69	82	23
\$475,001-\$1,025,000	246	14.33%	77.5	71	35	101	39
\$1,025,001 and up	171	9.96%	126.0	108	5	24	34
Total Active Inventory by Units	1,717			678	583	343	113
Total Active Inventory by Volume	752,233,350	100%	55.0	342.65M	127.00M	166.42M	116.17M
Median Active Inventory Listing Price	\$239,999			\$172,500	\$189,900	\$375,000	\$695,000



November 2021

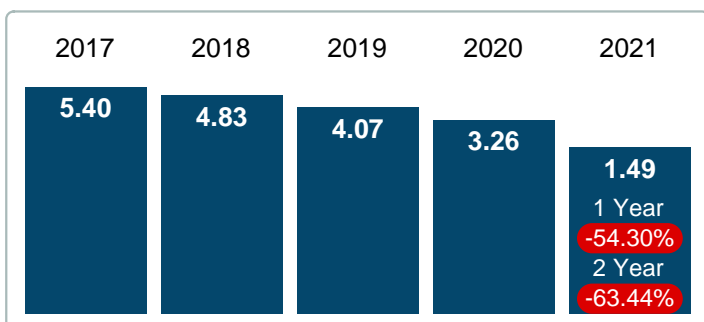
Area Delimited by County Of Tulsa



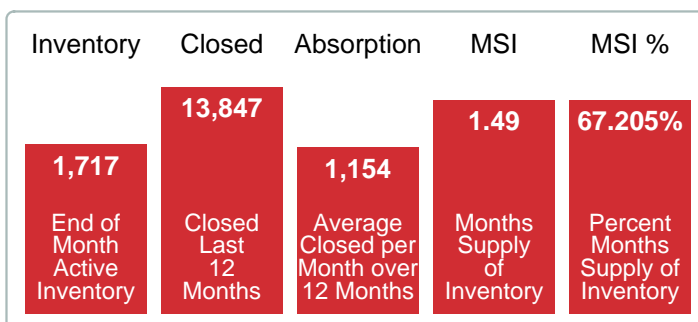
MONTHS SUPPLY of INVENTORY (MSI)

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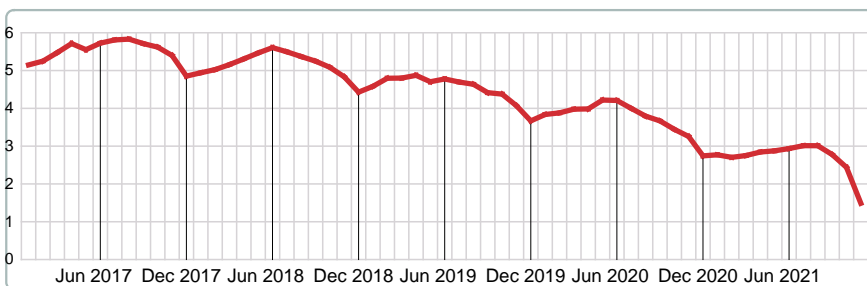
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

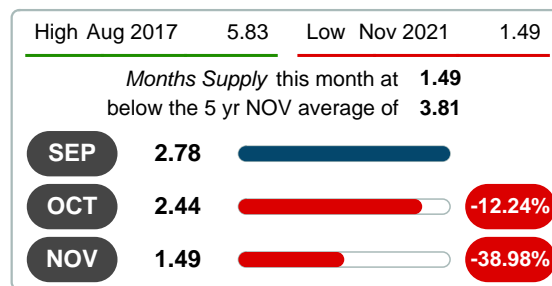


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.81



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	322	18.75%	1.86	2.67	1.41	0.90	1.44
\$75,001-\$175,000	334	19.45%	1.22	2.42	0.82	1.06	0.00
\$175,001-\$325,000	417	24.29%	0.93	3.11	0.82	0.63	0.99
\$325,001-\$475,000	227	13.22%	1.37	6.84	1.65	0.88	1.00
\$475,001-\$1,025,000	246	14.33%	3.02	12.00	2.90	2.38	1.85
\$1,025,001 and up	171	9.96%	14.87	44.69	6.67	5.88	8.00
Market Supply of Inventory (MSI)	1.49			3.68	1.02	1.03	1.70
Total Active Inventory by Units	1,717	100%	1.49	678	583	343	113



November 2021

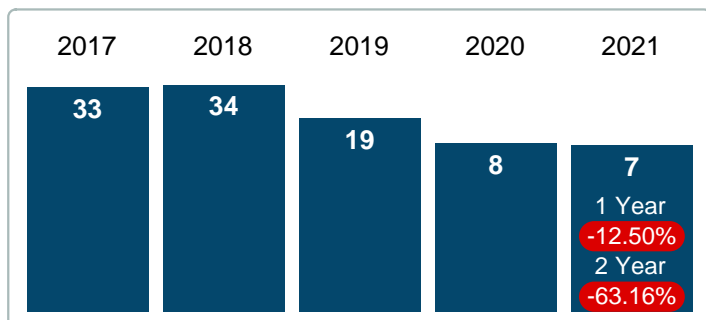
Area Delimited by County Of Tulsa



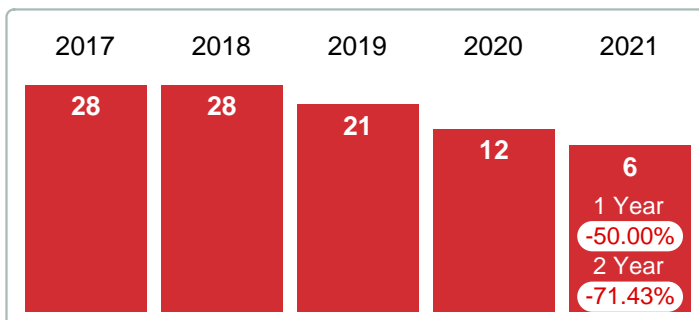
MEDIAN DAYS ON MARKET TO SALE

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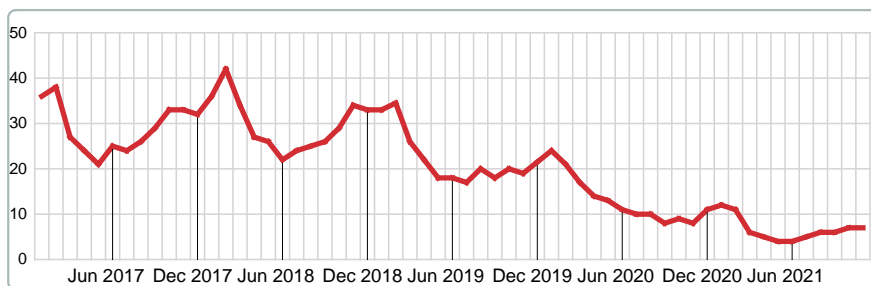
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

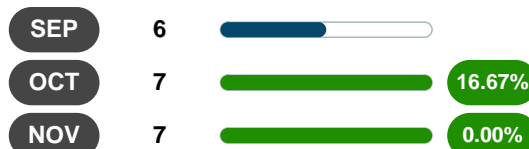


3 MONTHS

5 year NOV AVG = 20

High Feb 2018 42 Low Jun 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr NOV average of 20



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
\$0 and less	0	0.00%	126	0	0	0	0
\$1 - \$100,000	212	19.05%	17	11	18	34	34
\$100,001 - \$150,000	133	11.95%	5	3	5	4	0
\$150,001 - \$250,000	351	31.54%	4	6	4	4	3
\$250,001 - \$325,000	150	13.48%	5	12	5	4	11
\$325,001 - \$450,000	141	12.67%	12	7	23	8	14
\$450,001 and up	126	11.32%	16	29	13	15	12
Median Closed DOM			7	8	6	8	13
Total Closed Units		100%	1,113	144	585	324	60
Total Closed Volume			281,841,934	24.52M	114.91M	106.57M	35.84M



November 2021

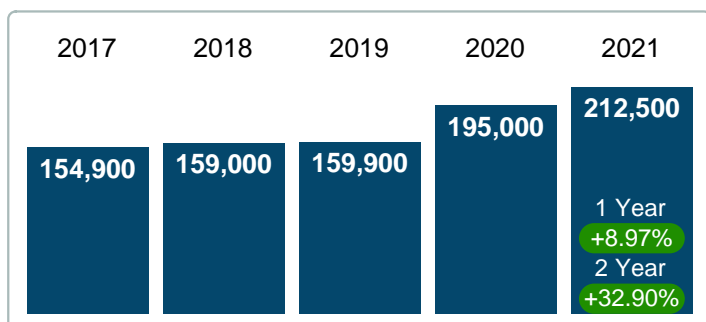
Area Delimited by County Of Tulsa



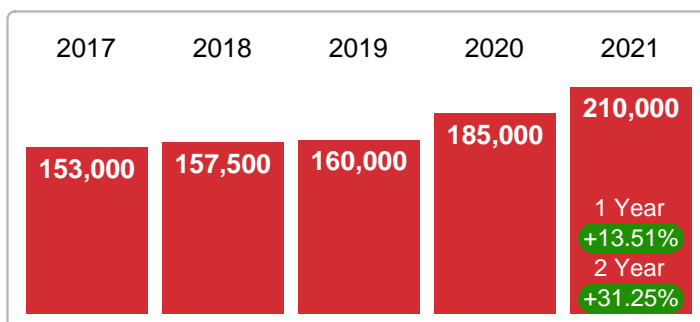
MEDIAN LIST PRICE AT CLOSING

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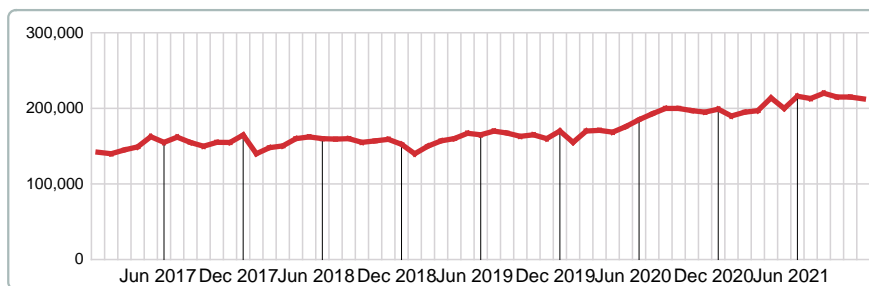
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 176,260

High Aug 2021 220,000 Low Jan 2019 139,900
 Median List Price at Closing this month at **212,500**
 above the 5 yr NOV average of **176,260**

SEP	215,000	0.00%
OCT	215,000	0.00%
NOV	212,500	-1.16%

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
\$0 and less	0	0.00%	16	0	0	0	0
\$1	206	18.51%	1,895	54,500	1,598	1,850	2,923
\$100,001 - \$150,000	142	12.76%	129,950	129,900	130,000	123,450	150,000
\$150,001 - \$250,000	354	31.81%	204,523	183,500	197,250	224,130	240,000
\$250,001 - \$325,000	141	12.67%	289,000	274,500	276,750	294,372	289,900
\$325,001 - \$450,000	144	12.94%	385,000	420,000	373,725	380,000	394,450
\$450,001 and up	126	11.32%	596,998	765,000	549,500	550,000	725,000
Median List Price			212,500	120,000	179,900	309,662	439,950
Total Closed Units		100%	212,500	144	585	324	60
Total Closed Volume			284,756,199	25.66M	114.53M	107.25M	37.32M



November 2021

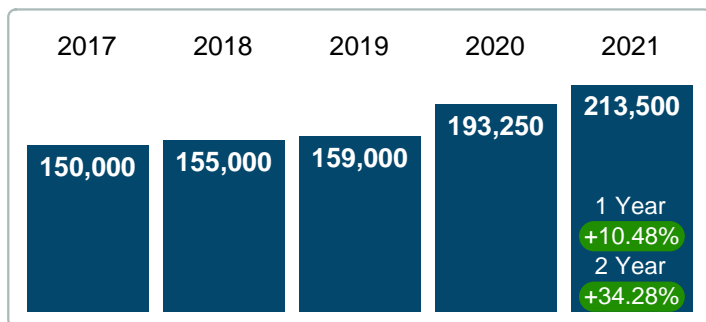
Area Delimited by County Of Tulsa



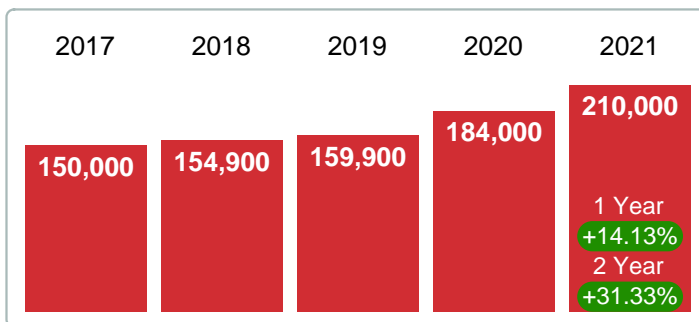
MEDIAN SOLD PRICE AT CLOSING

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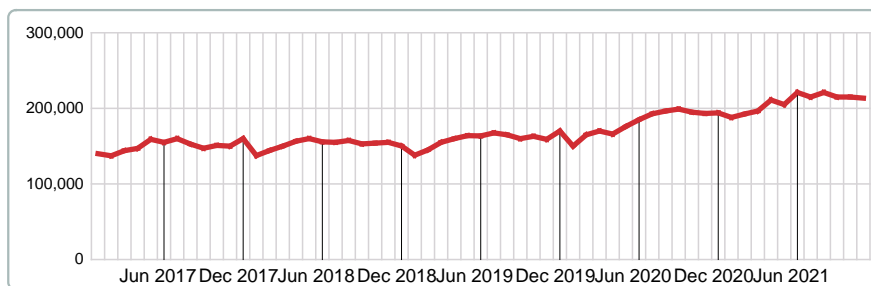
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

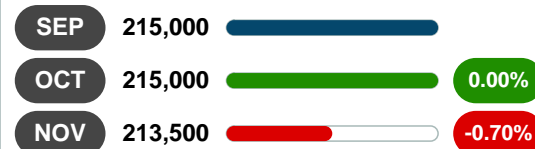


3 MONTHS

5 year NOV AVG = 174,150

High Aug 2021 221,000 Low Feb 2017 137,250

Median Sold Price at Closing this month at **213,500** above the 5 yr NOV average of **174,150**



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
\$0 and less	0	0.00%	596,998	0	0	0	0
\$1	212	19.05%	1,895	55,000	1,600	1,850	2,923
\$100,001	133	11.95%	130,000	126,100	132,000	125,000	0
\$150,001	351	31.54%	203,535	167,500	199,000	224,500	200,000
\$250,001	150	13.48%	290,000	272,000	275,000	299,000	289,900
\$325,001	141	12.67%	380,000	405,000	365,000	387,000	382,500
\$450,001 and up	126	11.32%	591,998	722,500	540,000	542,750	707,500
Median Sold Price	213,500			120,000	180,000	305,000	444,950
Total Closed Units	1,113	100%	213,500	144	585	324	60
Total Closed Volume	281,841,934			24.52M	114.91M	106.57M	35.84M



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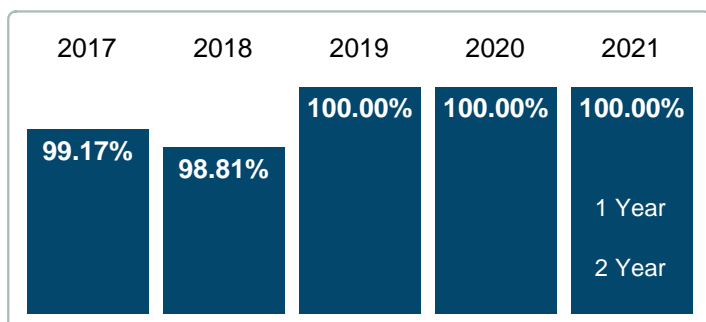
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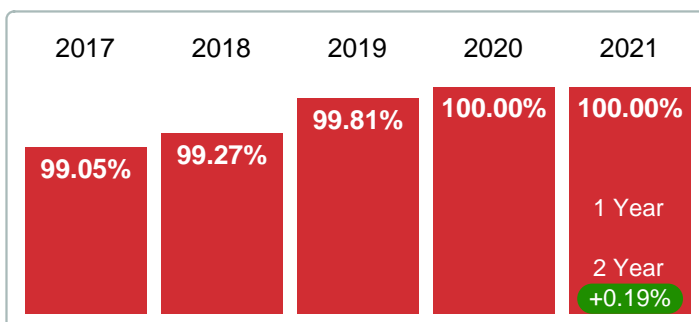
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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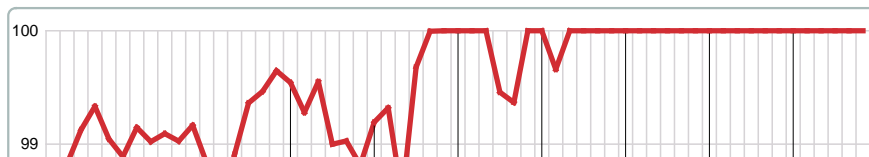
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.60%

High Nov 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr NOV average of **99.60%**

- 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
\$0 and less	0	0.00%	99.75%	0.00%	0.00%	0.00%	0.00%
\$1 - \$100,000	212	19.05%	100.00%	100.00%	100.00%	100.00%	100.00%
\$100,001 - \$150,000	133	11.95%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$250,000	351	31.54%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$325,000	150	13.48%	100.00%	100.00%	100.00%	100.00%	100.00%
\$325,001 - \$450,000	141	12.67%	100.00%	92.94%	99.19%	100.00%	100.00%
\$450,001 and up	126	11.32%	99.01%	96.10%	99.10%	99.28%	97.99%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,113	100%	100.00%	144	585	324	60
Total Closed Volume	281,841,934			24.52M	114.91M	106.57M	35.84M



November 2021

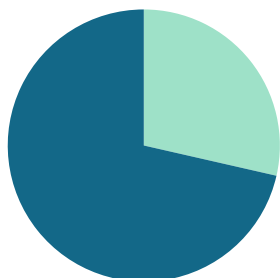
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

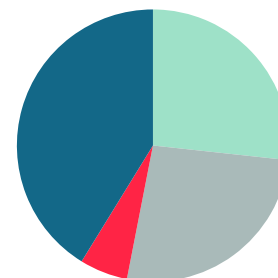


Inventory
 New Listings
 1,117 = 28.57%
 Start Inventory
 2,793
 Total Inventory Units
 3,910
 Volume
 \$1,371,161,134

Market Activity

Closed Sales
 1,113 = 26.72%
 Pending Sales
 1,098 = 26.36%
 Other Off Market
 238 = 5.71%
 Active Inventory
 1,717 = 41.21%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,000	1,113	11.30%	11,943	12,654	5.95%
Pending Sales	951	1,098	15.46%	11,982	13,006	8.55%
New Listings	1,076	1,117	3.81%	15,693	15,157	-3.42%
Median List Price	195,000	212,500	8.97%	185,000	210,000	13.51%
Median Sale Price	193,250	213,500	10.48%	184,000	210,000	14.13%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	7.00	-12.50%	12.00	6.00	-50.00%
Monthly Inventory	3,517	1,717	-51.18%	3,517	1,717	-51.18%
Months Supply of Inventory	3.28	1.49	-54.64%	3.28	1.49	-54.64%

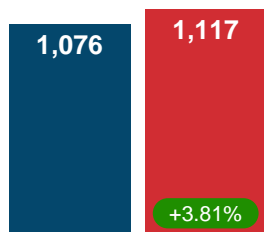
Absorption: Last 12 months, an Average of 1,154 Sales/Month

Inventory on November 30, 2021 = 1,717 2020 2021

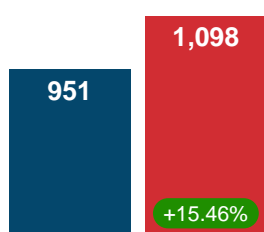
NOVEMBER MARKET

MEDIAN PRICES

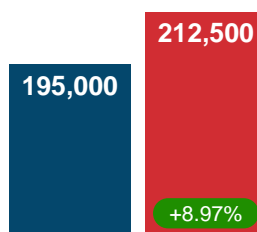
New Listings



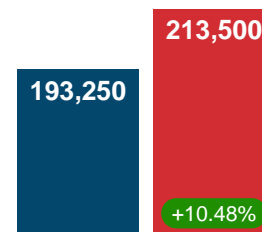
Pending Listings



List Price



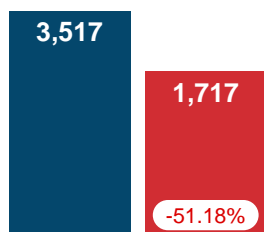
Sale Price



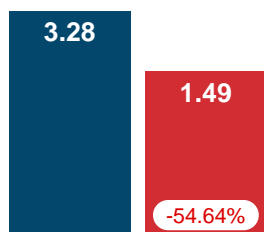
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

