

# October 2021



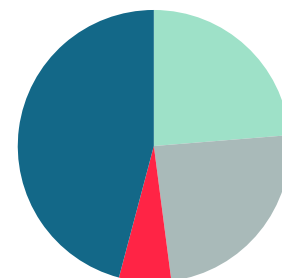
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,915	1,808	-5.59%
Pending Listings	1,704	1,846	8.33%
New Listings	2,121	2,033	-4.15%
Average List Price	223,722	244,540	9.31%
Average Sale Price	219,318	242,385	10.52%
Average Percent of Selling Price to List Price	98.39%	99.22%	0.85%
Average Days on Market to Sale	27.35	21.63	-20.93%
End of Month Inventory	6,115	3,496	-42.83%
Months Supply of Inventory	3.93	2.05	-47.97%



■ Closed (23.72%)  
■ Pending (24.22%)  
■ Other OffMarket (6.19%)  
■ Active (45.87%)

**Absorption:** Last 12 months, an Average of **1,710** Sales/Month  
**Active Inventory** as of October 31, 2021 = **3,496**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **42.83%** to 3,496 existing homes available for sale. Over the last 12 months this area has had an average of 1,710 closed sales per month. This represents an unsold inventory index of **2.05** 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 **10.52%** in October 2021 to \$242,385 versus the previous year at \$219,318.

#### Average Days on Market Shortens

The average number of **21.63** days that homes spent on the market before selling decreased by 5.72 days or **20.93%** in October 2021 compared to last year's same month at **27.35** DOM.

#### Sales Success for October 2021 is Positive

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

There were 2,033 New Listings in October 2021, down **4.15%** from last year at 2,121. Furthermore, there were 1,808 Closed Listings this month versus last year at 1,915, a **-5.59%** decrease.

Closed versus Listed trends yielded a **88.9%** ratio, down from previous year's, October 2020, at **90.3%**, a **1.50%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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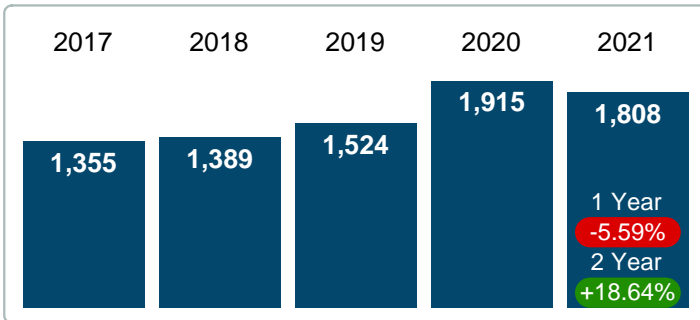
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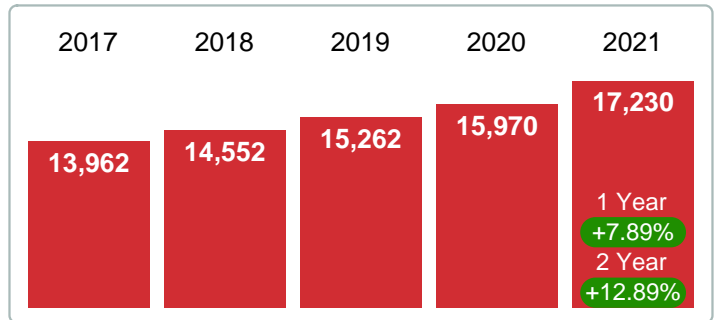
## CLOSED LISTINGS

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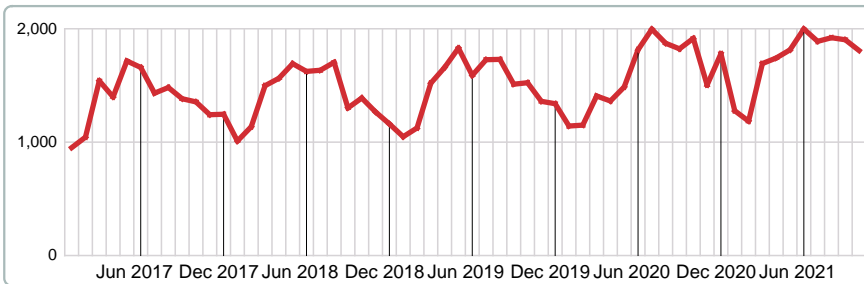
### OCTOBER



### YEAR TO DATE (YTD)

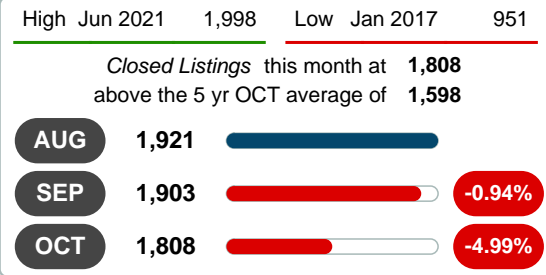


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,598



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	179	9.90%	34.1	68	81	30	0
\$50,001 - \$100,000	154	8.52%	25.9	90	54	9	1
\$100,001 - \$175,000	355	19.63%	20.4	106	227	22	0
\$175,001 - \$250,000	448	24.78%	14.3	58	301	82	7
\$250,001 - \$300,000	209	11.56%	14.4	13	95	91	10
\$300,001 - \$425,000	273	15.10%	18.7	14	90	150	19
\$425,001 and up	190	10.51%	38.2	14	39	96	41
<b>Total Closed Units</b>	<b>1,808</b>			<b>363</b>	<b>887</b>	<b>480</b>	<b>78</b>
<b>Total Closed Volume</b>	<b>438,231,460</b>	<b>100%</b>	<b>21.6</b>	<b>53.91M</b>	<b>179.38M</b>	<b>161.35M</b>	<b>43.59M</b>
<b>Average Closed Price</b>	<b>\$242,385</b>			<b>\$148,518</b>	<b>\$202,232</b>	<b>\$336,138</b>	<b>\$558,886</b>

# October 2021



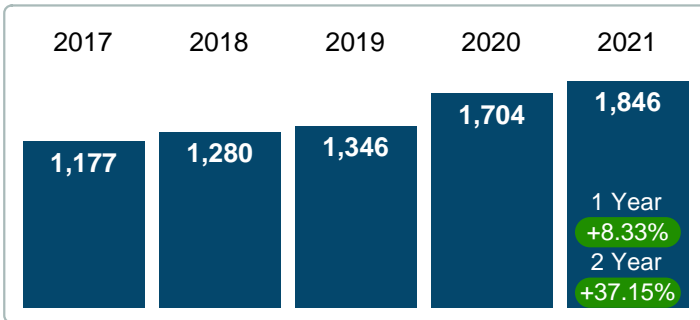
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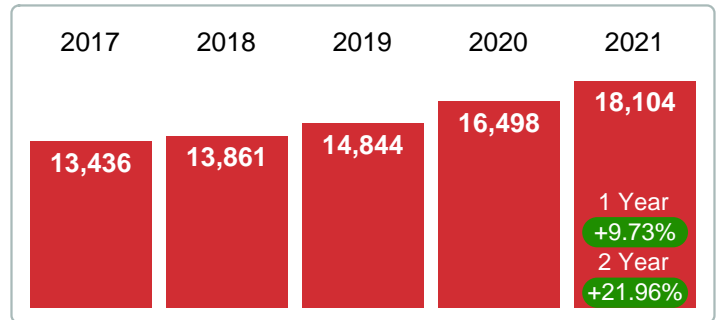
## PENDING LISTINGS

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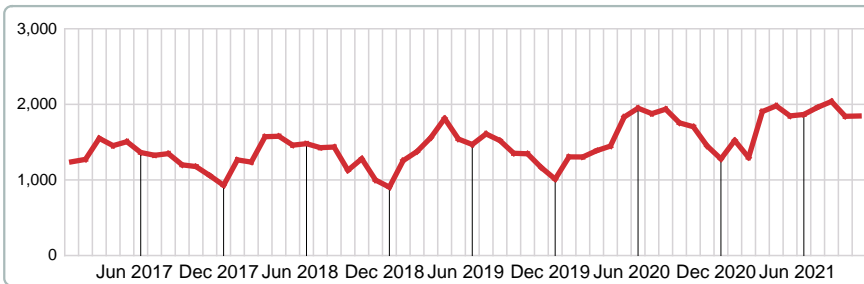
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

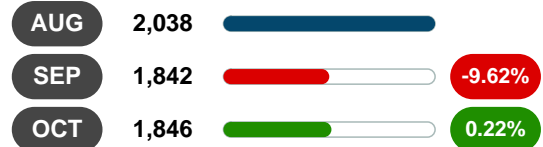


### 3 MONTHS

5 year OCT AVG = 1,471

High Aug 2021 2,038 Low Dec 2018 905

Pending Listings this month at **1,846**  
above the 5 yr OCT average of **1,471**



### 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	170	9.21%	34.5	87	64	18	1
\$50,001 - \$125,000	222	12.03%	28.3	101	109	10	2
\$125,001 - \$150,000	175	9.48%	35.8	56	110	6	3
\$150,001 - \$225,000	486	26.33%	21.5	60	341	82	3
\$225,001 - \$300,000	333	18.04%	18.6	32	174	122	5
\$300,001 - \$425,000	252	13.65%	31.6	20	97	118	17
\$425,001 and up	208	11.27%	50.9	16	37	117	38
<b>Total Pending Units</b>	<b>1,846</b>			<b>372</b>	<b>932</b>	<b>473</b>	<b>69</b>
<b>Total Pending Volume</b>	<b>472,274,785</b>	100%	23.4	<b>66.29M</b>	<b>204.89M</b>	<b>158.80M</b>	<b>42.30M</b>
<b>Average Listing Price</b>	<b>\$206,233</b>			<b>\$178,188</b>	<b>\$219,840</b>	<b>\$335,731</b>	<b>\$613,005</b>

# October 2021



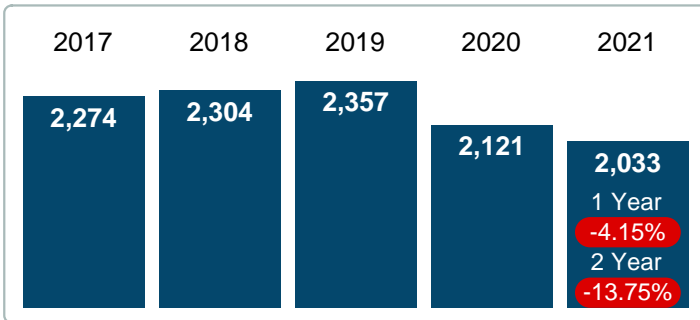
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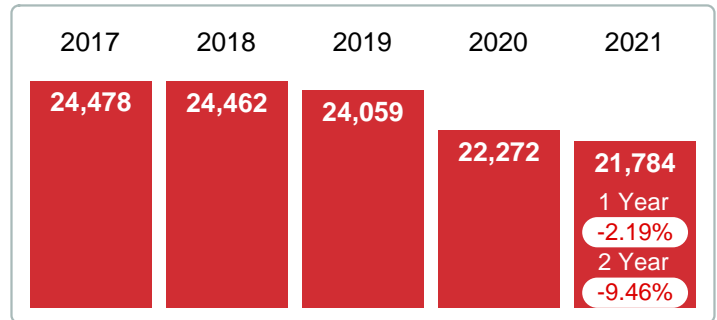
## NEW LISTINGS

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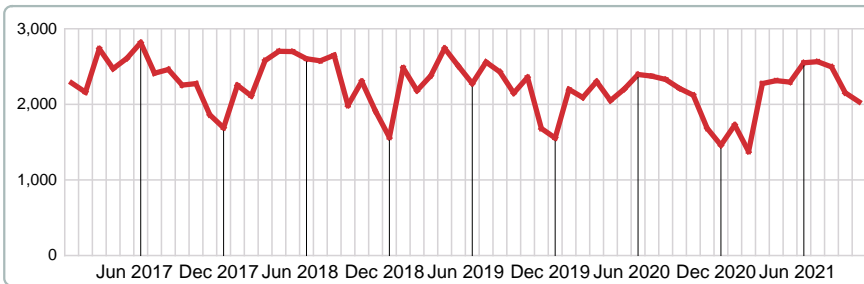
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

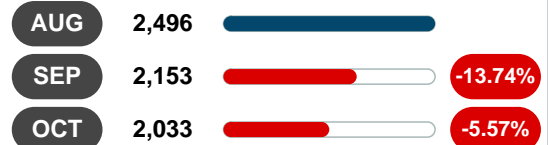


### 3 MONTHS

5 year OCT AVG = 2,218

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

New Listings this month at **2,033**  
 below the 5 yr OCT average of **2,218**



### 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	202	9.94%	72	95	34	1
\$25,001 - \$100,000	215	10.58%	148	60	7	0
\$100,001 - \$150,000	244	12.00%	76	155	9	4
\$150,001 - \$225,000	484	23.81%	74	328	78	4
\$225,001 - \$325,000	441	21.69%	40	216	173	12
\$325,001 - \$475,000	243	11.95%	28	76	116	23
\$475,001 and up	204	10.03%	50	37	76	41
<b>Total New Listed Units</b>	<b>2,033</b>		<b>488</b>	<b>967</b>	<b>493</b>	<b>85</b>
<b>Total New Listed Volume</b>	<b>562,565,124</b>	<b>100%</b>	<b>115.33M</b>	<b>216.57M</b>	<b>163.24M</b>	<b>67.43M</b>
<b>Average New Listed Listing Price</b>	<b>\$236,100</b>		<b>\$236,324</b>	<b>\$223,959</b>	<b>\$331,118</b>	<b>\$793,289</b>

# October 2021



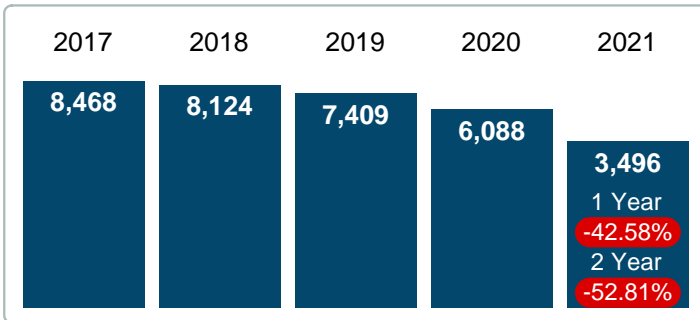
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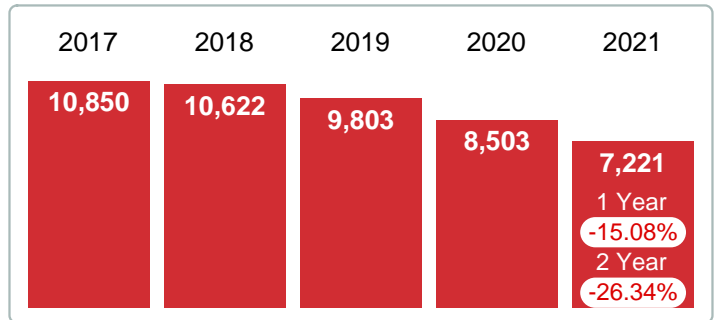
## ACTIVE INVENTORY

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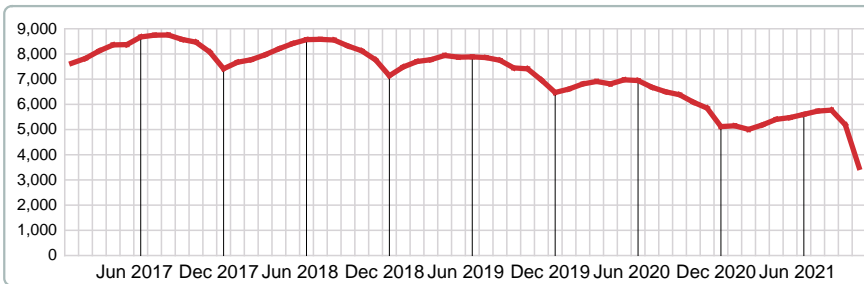
### END OF OCTOBER



### ACTIVE DURING OCTOBER

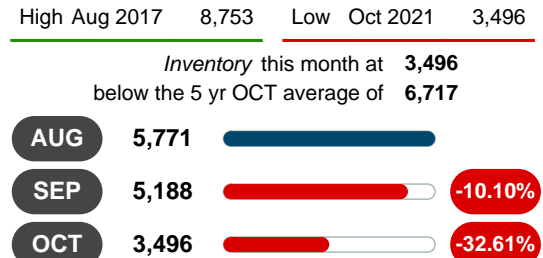


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 6,717



### 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	321	9.18%	61.7	172	106	41	2
\$25,001 - \$75,000	394	11.27%	120.3	327	53	10	4
\$75,001 - \$150,000	578	16.53%	85.1	359	185	30	4
\$150,001 - \$275,000	831	23.77%	62.5	259	413	148	11
\$275,001 - \$425,000	546	15.62%	66.1	150	173	179	44
\$425,001 - \$800,000	479	13.70%	90.0	117	114	188	60
\$800,001 and up	347	9.93%	107.7	186	21	66	74
<b>Total Active Inventory by Units</b>	<b>3,496</b>			<b>1,570</b>	<b>1,065</b>	<b>662</b>	<b>199</b>
<b>Total Active Inventory by Volume</b>	<b>1,313,711,131</b>	<b>100%</b>	<b>81.5</b>	<b>562.67M</b>	<b>261.67M</b>	<b>302.33M</b>	<b>187.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$375,775</b>			<b>\$358,385</b>	<b>\$245,696</b>	<b>\$456,699</b>	<b>\$939,924</b>

# October 2021



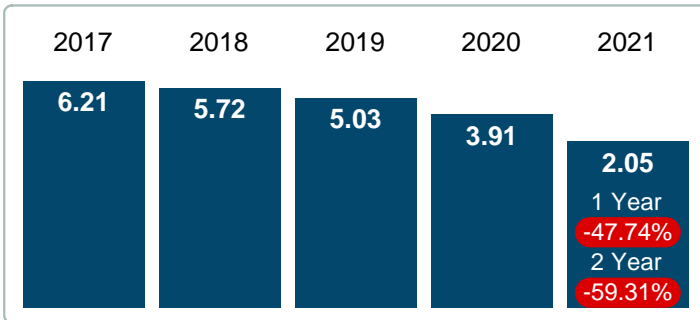
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



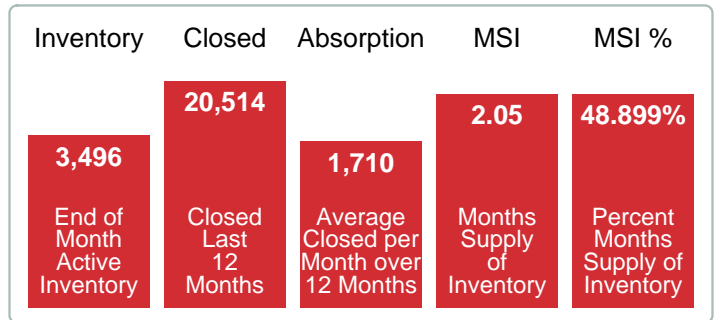
## MONTHS SUPPLY of INVENTORY (MSI)

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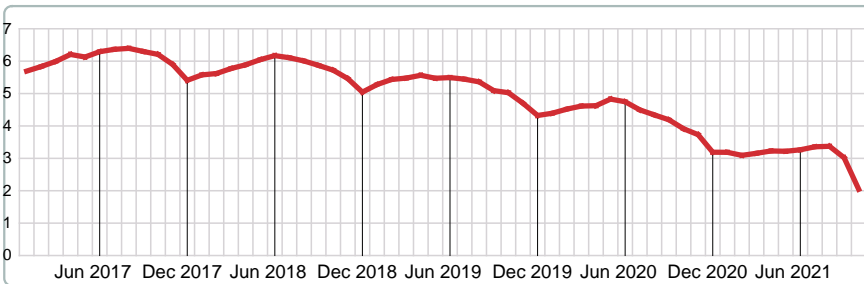
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

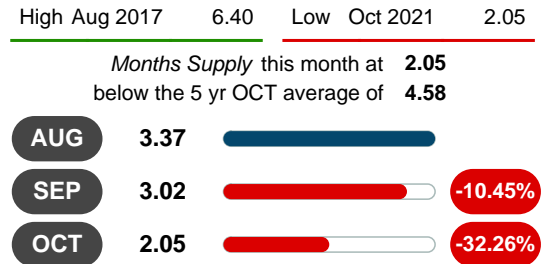


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.58



### 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	321	9.18%	2.32	3.73	1.51	2.04	0.96
\$25,001 - \$75,000	394	11.27%	3.05	3.76	1.46	2.03	4.80
\$75,001 - \$150,000	578	16.53%	2.01	3.92	1.07	1.42	1.92
\$150,001 - \$275,000	831	23.77%	1.27	4.37	0.96	0.97	0.93
\$275,001 - \$425,000	546	15.62%	1.66	8.45	1.50	1.08	1.44
\$425,001 - \$800,000	479	13.70%	3.38	12.42	4.43	2.51	1.89
\$800,001 and up	347	9.93%	12.85	37.83	7.64	6.09	8.71
Market Supply of Inventory (MSI)			2.05	4.97	1.25	1.47	2.27
Total Active Inventory by Units		100%	2.05	1,570	1,065	662	199

# October 2021



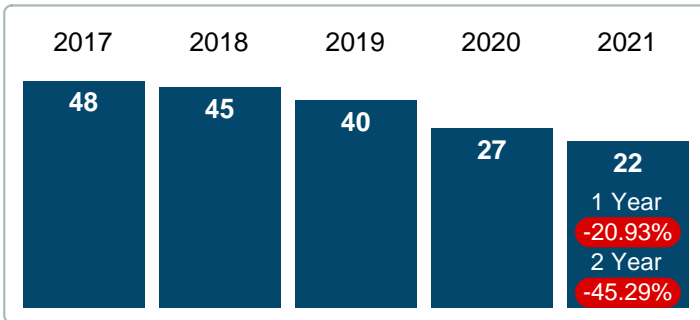
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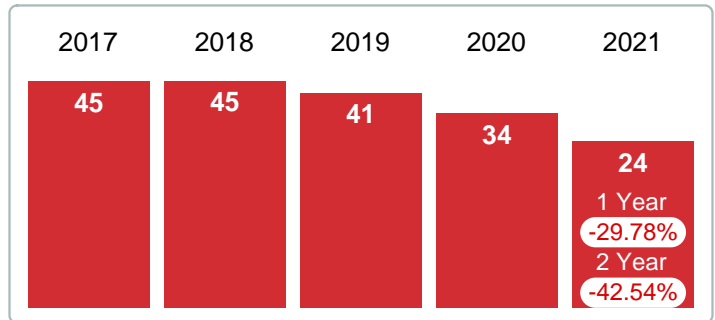
## AVERAGE DAYS ON MARKET TO SALE

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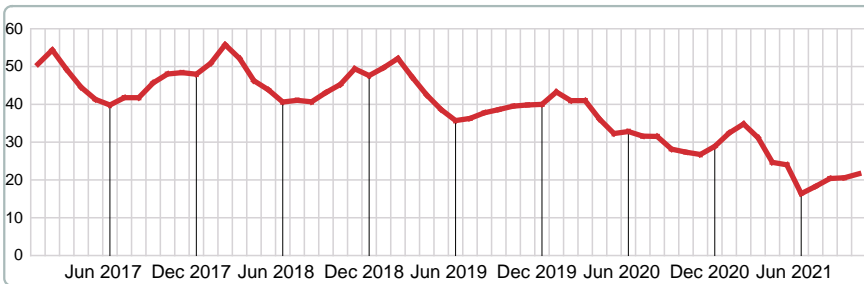
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

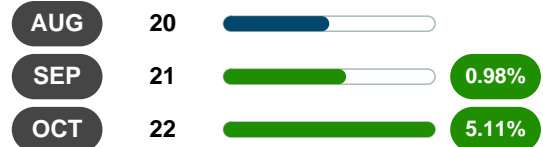


### 3 MONTHS

5 year OCT AVG = 36

High Feb 2018 56 Low Jun 2021 16

Average Days on Market to Sale this month at 22 below the 5 yr OCT average of 36



### 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
\$50,000 and less	179	9.90%	34	45	27	28	0
\$50,001 - \$100,000	154	8.52%	26	33	17	9	21
\$100,001 - \$175,000	355	19.63%	20	36	14	17	0
\$175,001 - \$250,000	448	24.78%	14	34	12	10	22
\$250,001 - \$300,000	209	11.56%	14	36	11	14	21
\$300,001 - \$425,000	273	15.10%	19	63	19	14	20
\$425,001 and up	190	10.51%	38	46	24	43	38
Average Closed DOM			22	38	15	20	30
Total Closed Units		100%	22	363	887	480	78
Total Closed Volume				53.91M	179.38M	161.35M	43.59M

# October 2021



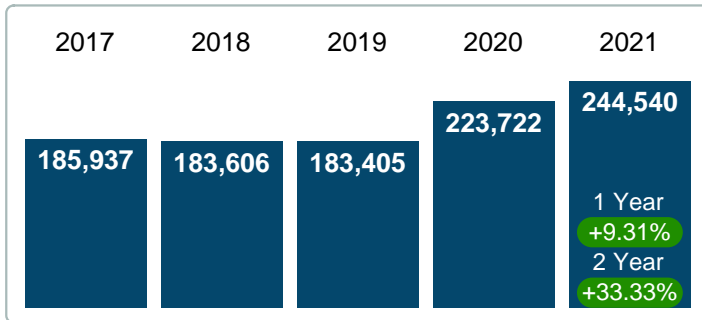
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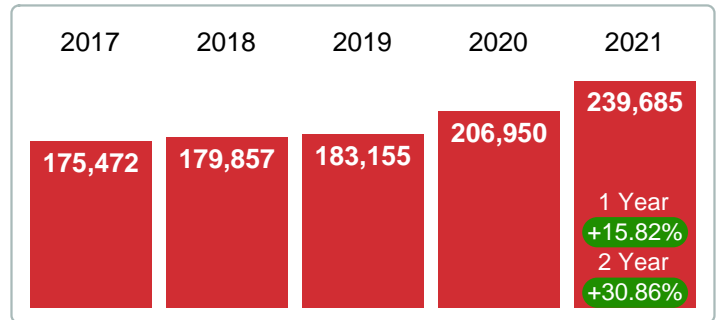
## AVERAGE LIST PRICE AT CLOSING

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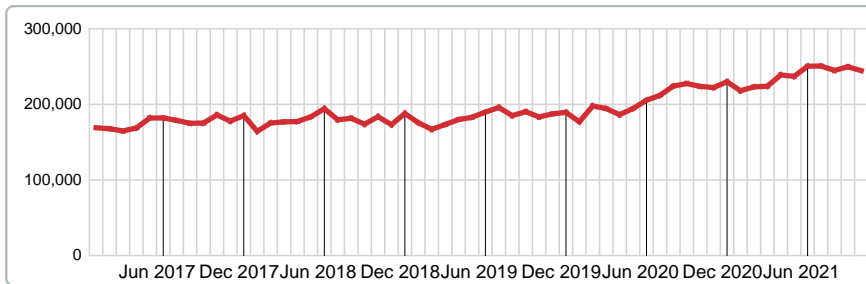
### OCTOBER



### YEAR TO DATE (YTD)

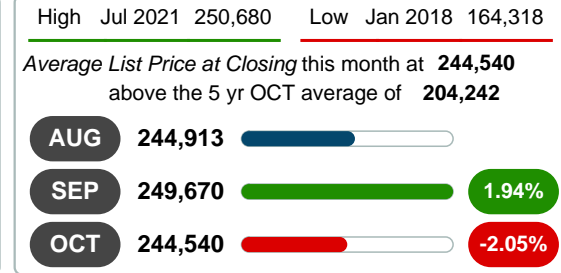


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 204,242



## 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
\$50,000 and less	9.46%	11,422	26,783	5,060	7,463	0
\$50,001 - \$100,000	8.63%	78,633	79,351	86,592	86,444	75,000
\$100,001 - \$175,000	19.75%	144,102	140,970	146,542	150,864	0
\$175,001 - \$250,000	25.61%	213,283	209,335	211,277	222,188	213,543
\$250,001 - \$300,000	11.12%	277,838	285,560	274,086	274,643	284,128
\$300,001 - \$425,000	14.88%	360,724	376,457	352,517	361,857	373,295
\$425,001 and up	10.56%	653,580	787,107	508,324	629,000	801,114
<b>Average List Price</b>		<b>244,540</b>	<b>154,405</b>	<b>202,407</b>	<b>337,907</b>	<b>568,581</b>
<b>Total Closed Units</b>	<b>1,808</b>	<b>100%</b>	<b>363</b>	<b>887</b>	<b>480</b>	<b>78</b>
<b>Total Closed Volume</b>	<b>442,128,622</b>		<b>56.05M</b>	<b>179.53M</b>	<b>162.20M</b>	<b>44.35M</b>



# October 2021



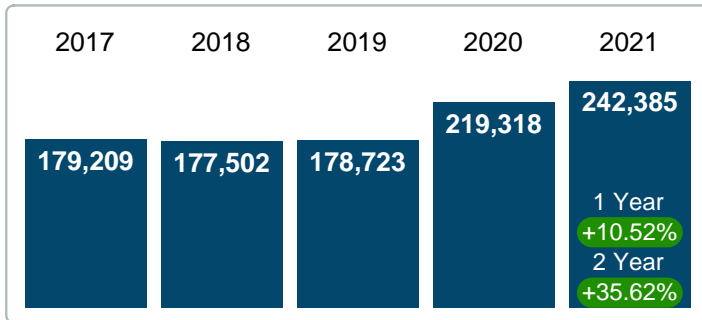
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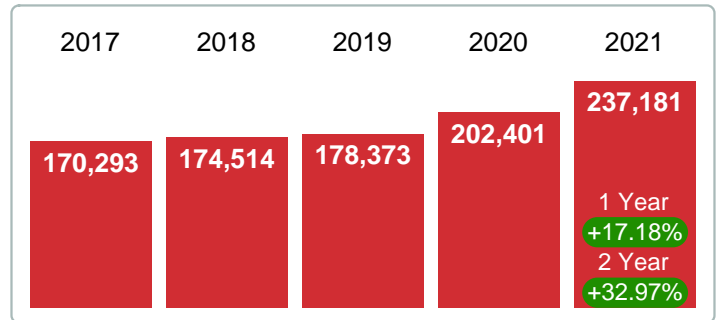
## AVERAGE SOLD PRICE AT CLOSING

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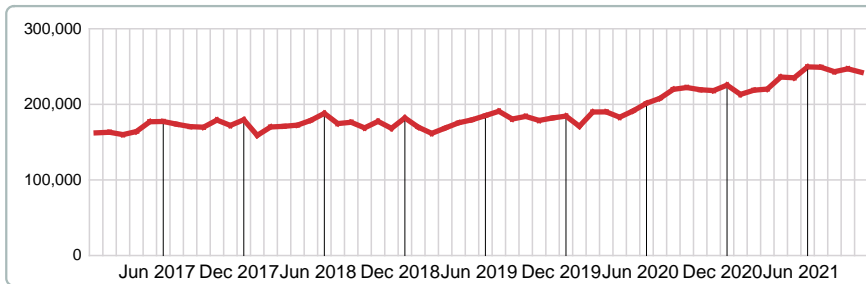
### OCTOBER



### YEAR TO DATE (YTD)

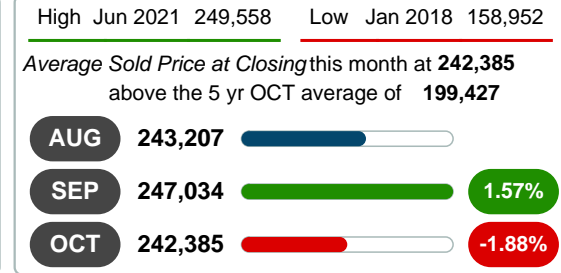


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 199,427



### 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
\$50,000 and less	9.90%	12,408	23,950	4,444	7,748	0
\$50,001 - \$100,000	8.52%	77,160	73,315	82,302	86,667	60,000
\$100,001 - \$175,000	19.63%	143,106	137,410	145,341	147,486	0
\$175,001 - \$250,000	24.78%	213,113	204,296	212,230	222,790	210,771
\$250,001 - \$300,000	11.56%	275,857	275,915	275,376	276,349	275,880
\$300,001 - \$425,000	15.10%	358,526	355,133	352,857	360,766	370,195
\$425,001 and up	10.51%	643,785	765,114	507,290	620,395	786,956
<b>Average Sold Price</b>		<b>242,385</b>	<b>148,518</b>	<b>202,232</b>	<b>336,138</b>	<b>558,886</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>242,385</b>	<b>363</b>	<b>887</b>	<b>480</b>	<b>78</b>
<b>Total Closed Volume</b>		<b>438,231,460</b>	<b>53.91M</b>	<b>179.38M</b>	<b>161.35M</b>	<b>43.59M</b>

# October 2021



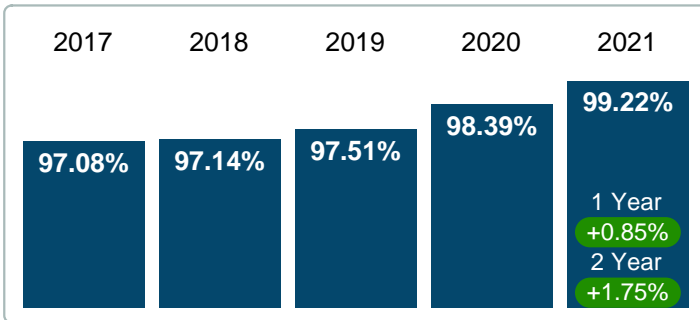
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



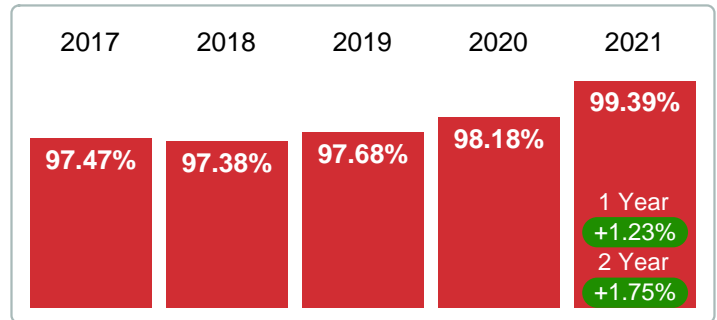
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2021 for MLS Technology Inc.

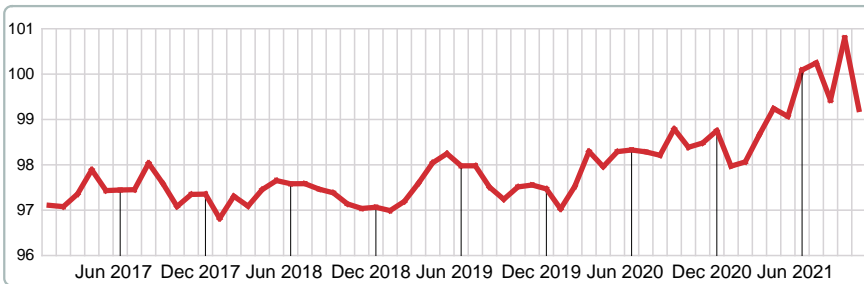
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

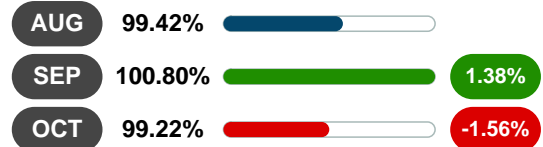


### 3 MONTHS

5 year OCT AVG = 97.87%

High Sep 2021 100.80% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.22%** above the 5 yr OCT average of **97.87%**



### 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
\$50,000 and less	179	9.90%	97.66%	93.99%	99.06%	102.21%	0.00%
\$50,001 - \$100,000	154	8.52%	95.13%	93.97%	96.37%	101.04%	80.00%
\$100,001 - \$175,000	355	19.63%	99.32%	97.81%	100.17%	97.88%	0.00%
\$175,001 - \$250,000	448	24.78%	100.28%	98.08%	100.73%	100.33%	98.64%
\$250,001 - \$300,000	209	11.56%	100.35%	97.70%	100.59%	100.83%	97.16%
\$300,001 - \$425,000	273	15.10%	99.70%	94.93%	100.23%	99.88%	99.34%
\$425,001 and up	190	10.51%	99.37%	96.47%	100.18%	99.69%	98.84%
Average Sold/List Ratio		99.20%		96.02%	100.08%	100.17%	98.49%
Total Closed Units	1,808	100%	99.20%	363	887	480	78
Total Closed Volume	438,231,460			53.91M	179.38M	161.35M	43.59M

# October 2021



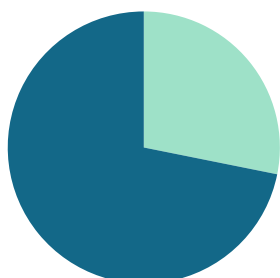
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

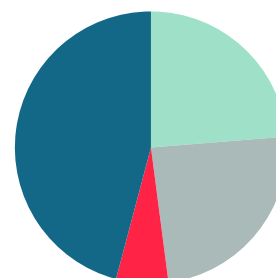


**Inventory**  
 New Listings  
**2,033 = 28.15%**  
 Start Inventory  
**5,188**  
 Total Inventory Units  
**7,221**  
 Volume  
**\$2,338,842,914**

### Market Activity

Closed Sales  
**1,808 = 23.72%**  
 Pending Sales  
**1,846 = 24.22%**  
 Other Off Market  
**472 = 6.19%**  
 Active Inventory  
**3,496 = 45.87%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,915	1,808	-5.59%	15,970	17,230	7.89%
Pending Sales	1,704	1,846	8.33%	16,498	18,104	9.73%
New Listings	2,121	2,033	-4.15%	22,272	21,784	-2.19%
Average List Price	223,722	244,540	9.31%	206,950	239,685	15.82%
Average Sale Price	219,318	242,385	10.52%	202,401	237,181	17.18%
Average Percent of Selling Price to List Price	98.39%	99.22%	0.85%	98.18%	99.39%	1.23%
Average Days on Market to Sale	27.35	21.63	-20.93%	33.60	23.60	-29.78%
Monthly Inventory	6,115	3,496	-42.83%	6,115	3,496	-42.83%
Months Supply of Inventory	3.93	2.05	-47.97%	3.93	2.05	-47.97%

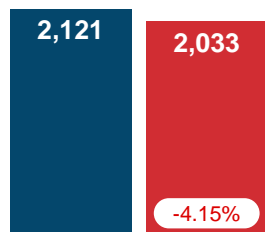
**Absorption:** Last 12 months, an Average of **1,710** Sales/Month

**Inventory** on October 31, 2021 = **3,496** 2020 2021

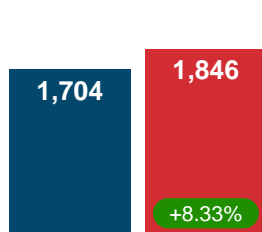
### OCTOBER MARKET

### AVERAGE PRICES

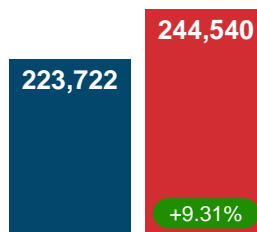
#### New Listings



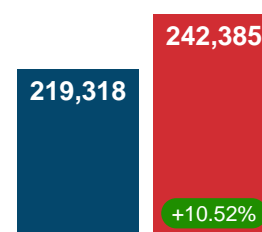
#### Pending Listings



#### List Price



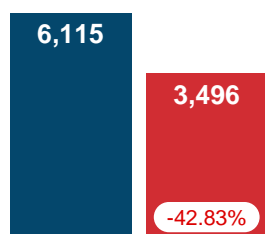
#### Sale Price



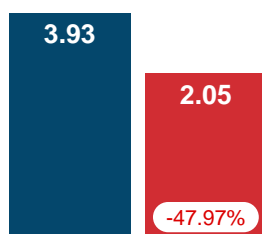
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

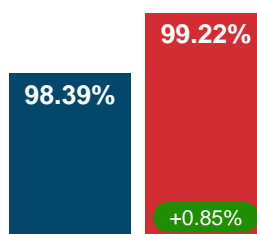
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

