

October 2021



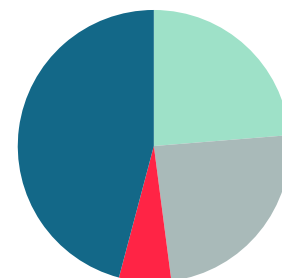
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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%
Median List Price	190,000	214,900	13.11%
Median Sale Price	190,000	212,000	11.58%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	7.00	-22.22%
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.

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 **11.58%** in October 2021 to \$212,000 versus the previous year at \$190,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 2.00 days or **22.22%** in October 2021 compared to last year's same month at **9.00** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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

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

October 2021



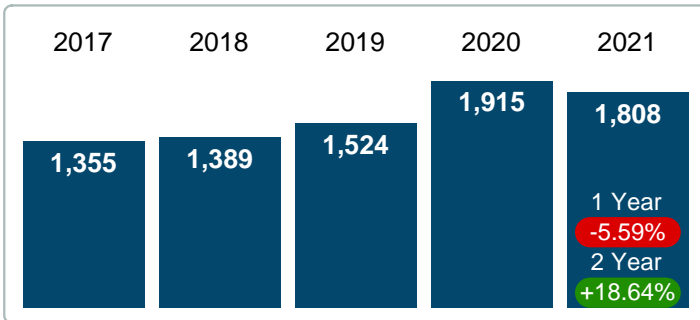
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



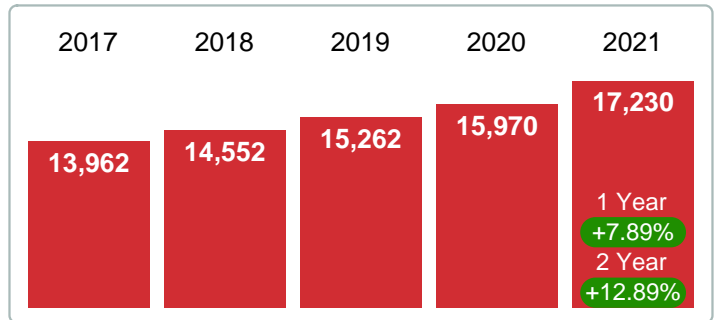
CLOSED LISTINGS

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

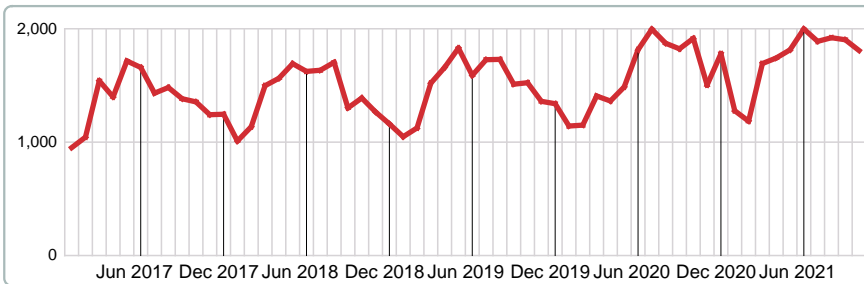
OCTOBER



YEAR TO DATE (YTD)

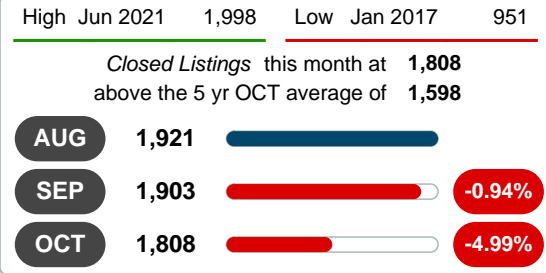


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,598



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	179	9.90%	17.0	68	81	30	0
\$50,001 - \$100,000	154	8.52%	10.0	90	54	9	1
\$100,001 - \$175,000	355	19.63%	6.0	106	227	22	0
\$175,001 - \$250,000	448	24.78%	5.0	58	301	82	7
\$250,001 - \$300,000	209	11.56%	6.0	13	95	91	10
\$300,001 - \$425,000	273	15.10%	6.0	14	90	150	19
\$425,001 and up	190	10.51%	15.0	14	39	96	41
Total Closed Units	1,808			363	887	480	78
Total Closed Volume	438,231,460	100%	7.0	53.91M	179.38M	161.35M	43.59M
Median Closed Price	\$212,000			\$115,000	\$196,000	\$304,500	\$438,250

October 2021



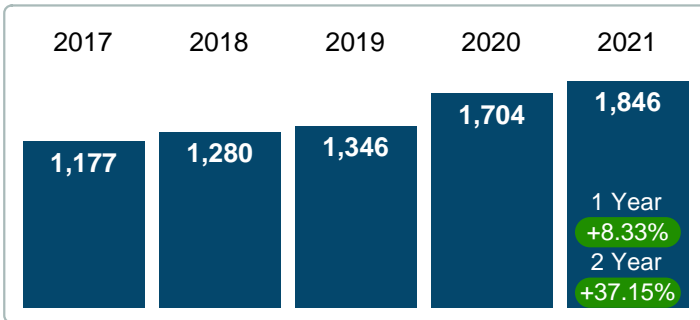
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



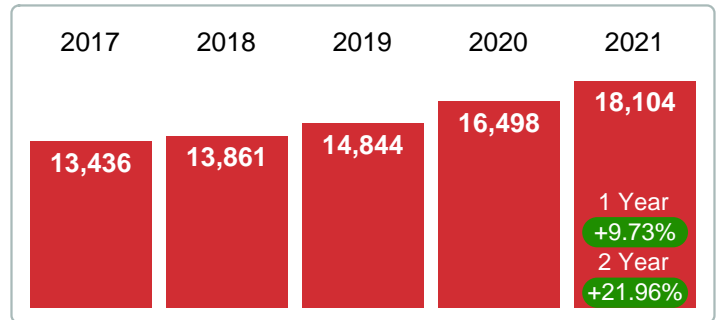
PENDING LISTINGS

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

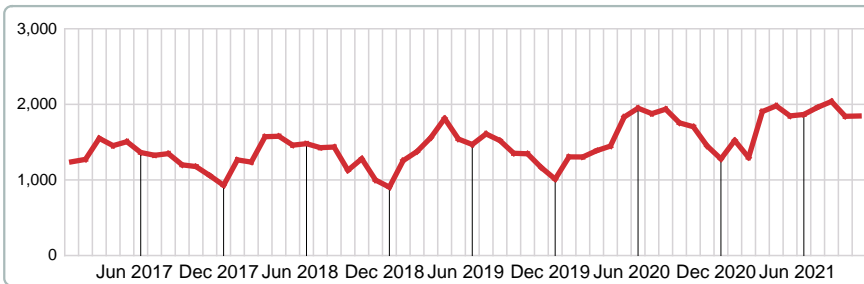
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

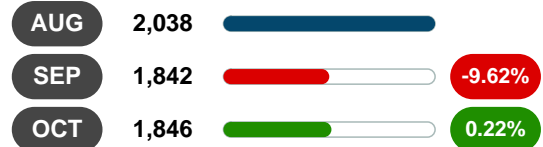


3 MONTHS

5 year OCT AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	170	9.21%	18.0	87	64	18	1
\$50,001 - \$125,000	222	12.03%	8.0	101	109	10	2
\$125,001 - \$150,000	175	9.48%	13.0	56	110	6	3
\$150,001 - \$225,000	486	26.33%	7.0	60	341	82	3
\$225,001 - \$300,000	333	18.04%	6.0	32	174	122	5
\$300,001 - \$425,000	252	13.65%	15.0	20	97	118	17
\$425,001 and up	208	11.27%	22.0	16	37	117	38
Total Pending Units	1,846			372	932	473	69
Total Pending Volume	472,274,785	100%	10.0	66.29M	204.89M	158.80M	42.30M
Median Listing Price	\$209,068			\$125,000	\$195,000	\$300,000	\$439,900

October 2021



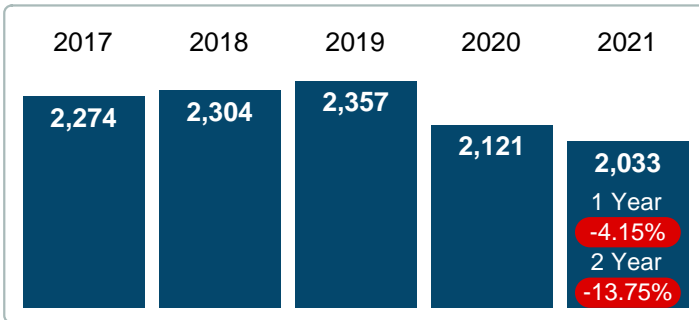
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



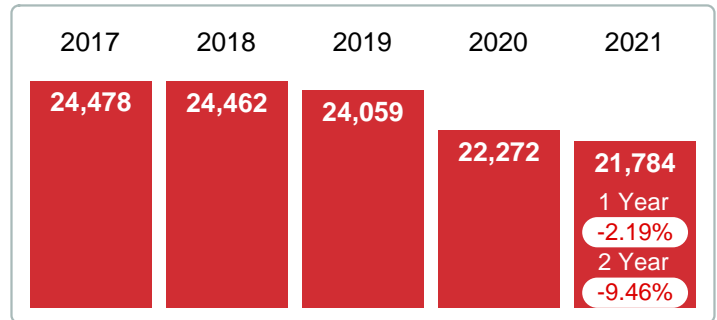
NEW LISTINGS

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

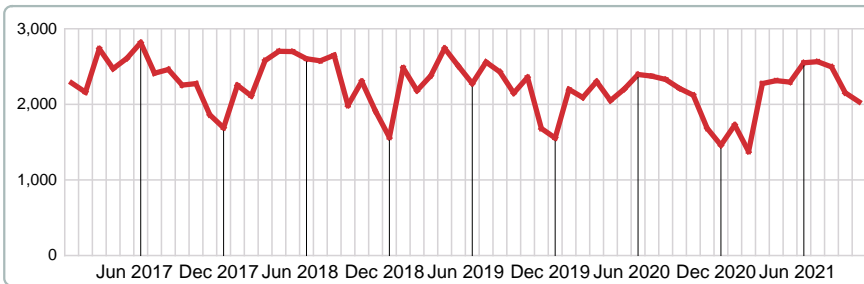
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

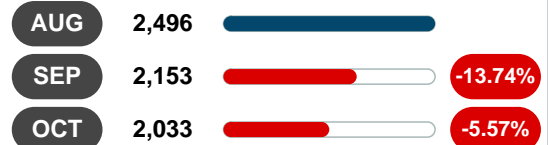


3 MONTHS

5 year OCT AVG = 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
Total New Listed Units	2,033		488	967	493	85
Total New Listed Volume	562,565,124	100%	115.33M	216.57M	163.24M	67.43M
Median New Listed Listing Price	\$209,140		\$119,000	\$193,500	\$289,900	\$462,000

October 2021



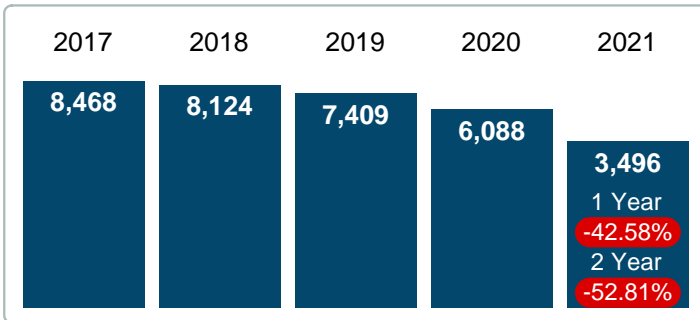
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



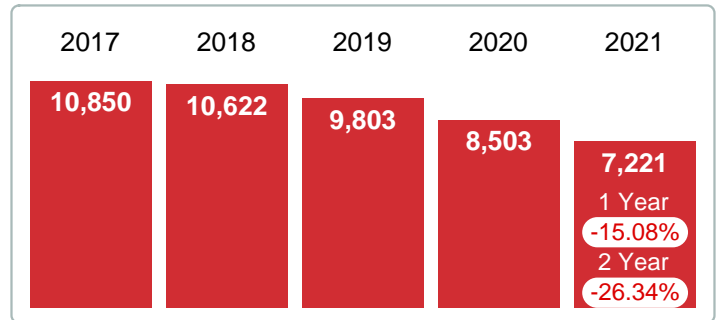
ACTIVE INVENTORY

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

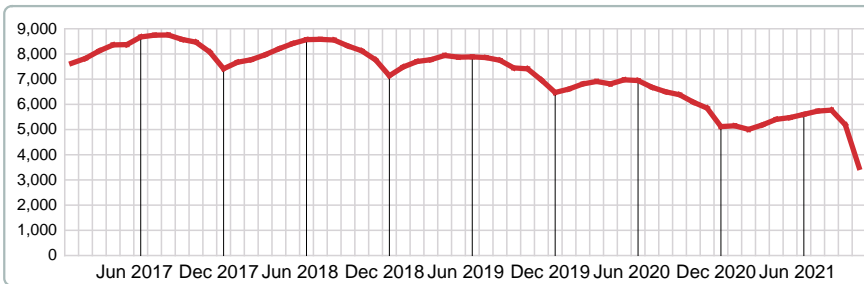
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

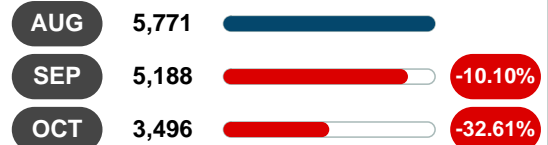


3 MONTHS

5 year OCT AVG = 6,717

High Aug 2017 8,753 Low Oct 2021 3,496

Inventory this month at 3,496 below the 5 yr OCT average of 6,717



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$25,000 and less	321	9.18%	34.0	172	106	41	2			
\$25,001 - \$75,000	394	11.27%	89.5	327	53	10	4			
\$75,001 - \$150,000	578	16.53%	66.0	359	185	30	4			
\$150,001 - \$275,000	831	23.77%	39.0	259	413	148	11			
\$275,001 - \$425,000	546	15.62%	46.0	150	173	179	44			
\$425,001 - \$800,000	479	13.70%	70.0	117	114	188	60			
\$800,001 and up	347	9.93%	100.0	186	21	66	74			
Total Active Inventory by Units				3,496		1,570	1,065	662	199	
Total Active Inventory by Volume				1,313,711,131	100%	58.0	562.67M	261.67M	302.33M	187.04M
Median Active Inventory Listing Price				\$212,728			\$139,000	\$198,430	\$355,000	\$685,000

October 2021



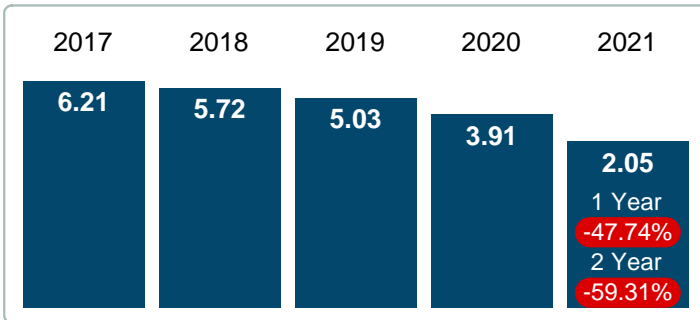
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



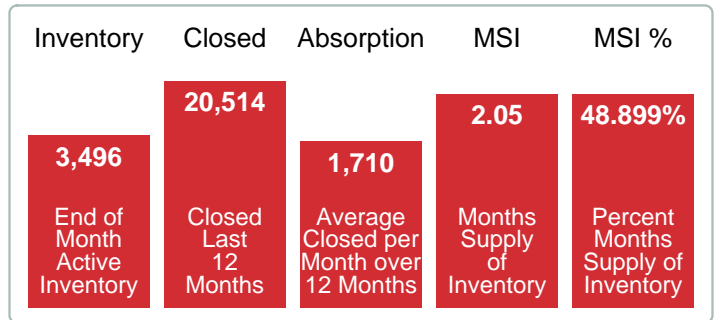
MONTHS SUPPLY of INVENTORY (MSI)

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

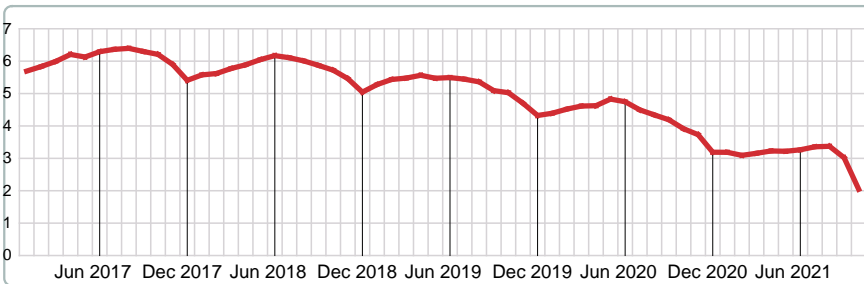
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

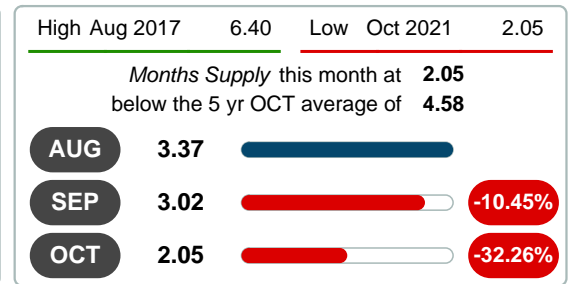


5 YEAR MARKET ACTIVITY TRENDS



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



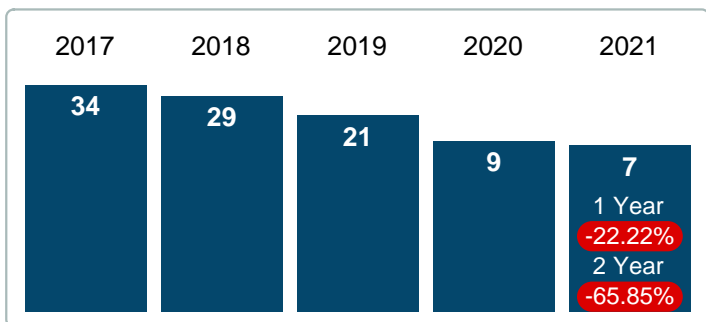
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



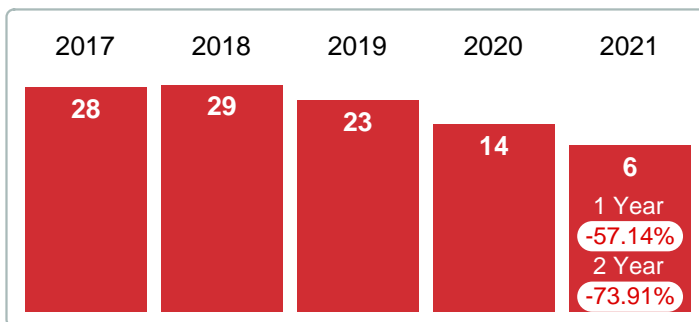
MEDIAN DAYS ON MARKET TO SALE

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

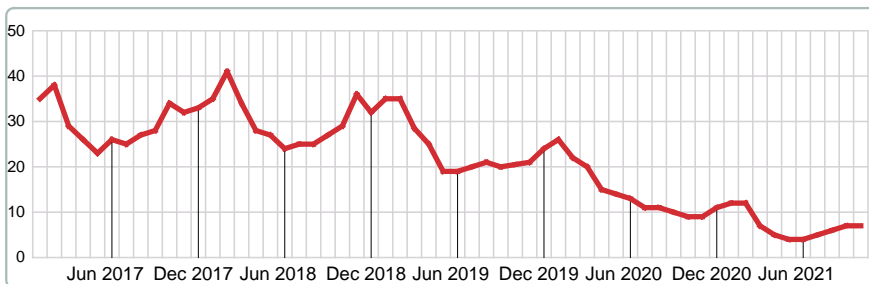
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

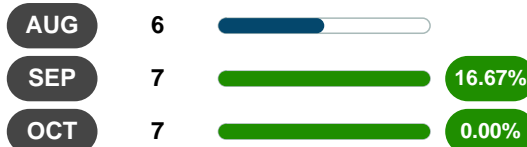


3 MONTHS

5 year OCT AVG = 20

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr OCT 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
\$50,000 and less	179	9.90%	17	16	15	21
\$50,001 - \$100,000	154	8.52%	10	14	9	3
\$100,001 - \$175,000	355	19.63%	6	10	6	7
\$175,001 - \$250,000	448	24.78%	5	13	5	6
\$250,001 - \$300,000	209	11.56%	6	9	5	5
\$300,001 - \$425,000	273	15.10%	6	20	5	7
\$425,001 and up	190	10.51%	15	30	6	15
Median Closed DOM	7			13	6	8
Total Closed Units	1,808	100%	7.0	363	887	480
Total Closed Volume	438,231,460			53.91M	179.38M	161.35M

October 2021



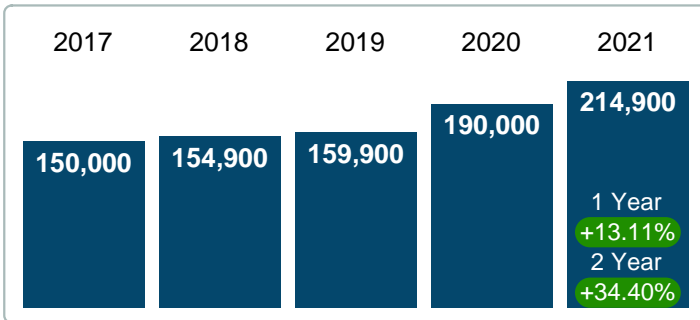
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



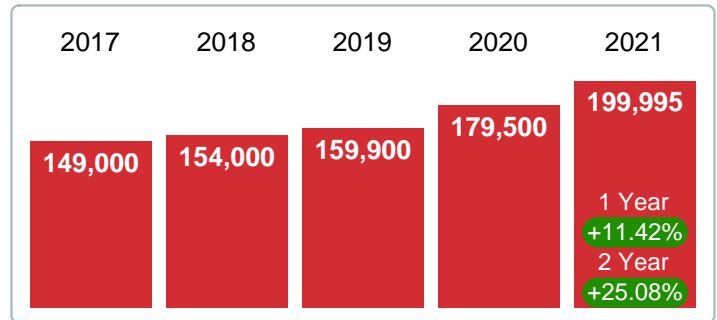
MEDIAN LIST PRICE AT CLOSING

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

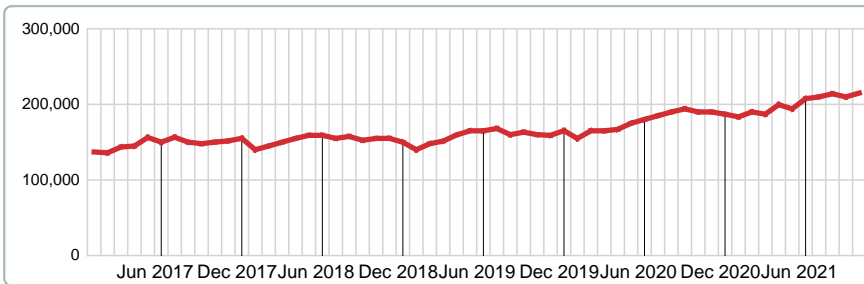
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

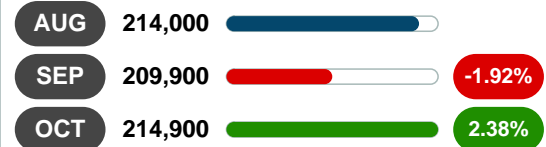


3 MONTHS

5 year OCT AVG = 173,940

High Oct 2021 214,900 Low Feb 2017 135,900

Median List Price at Closing this month at **214,900**
above the 5 yr OCT average of **173,940**



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
\$50,000 and less	9.46%	1,695	24,900	1,475	2,013	0
\$50,001 - \$100,000	8.63%	76,000	74,728	85,000	85,000	75,000
\$100,001 - \$175,000	19.75%	145,850	139,950	149,500	147,950	0
\$175,001 - \$250,000	25.61%	215,000	202,450	210,000	226,410	215,000
\$250,001 - \$300,000	11.12%	275,000	275,000	275,000	277,250	279,900
\$300,001 - \$425,000	14.88%	360,000	350,000	346,800	375,000	369,900
\$425,001 and up	10.56%	515,000	674,000	489,000	506,855	578,900
Median List Price		214,900	120,000	195,000	299,950	435,000
Total Closed Units	100%	214,900	363	887	480	78
Total Closed Volume		442,128,622	56.05M	179.53M	162.20M	44.35M

October 2021



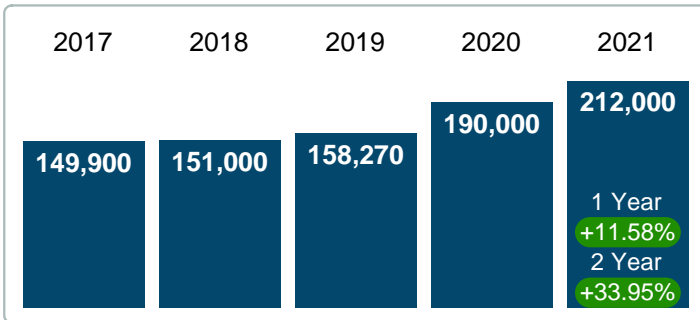
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



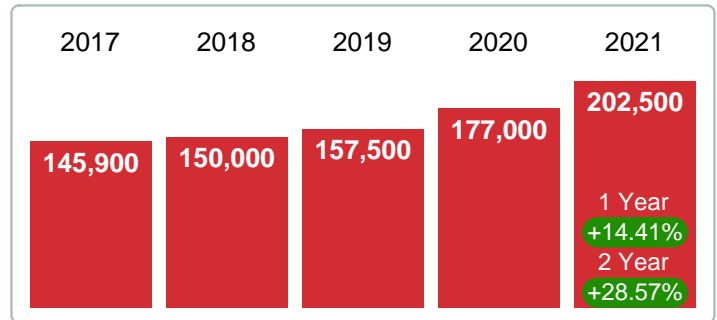
MEDIAN SOLD PRICE AT CLOSING

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

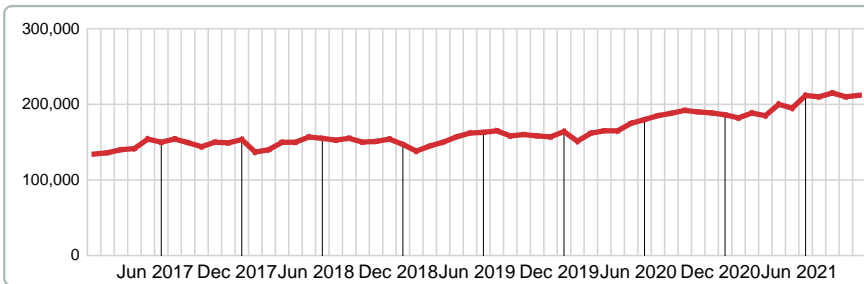
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

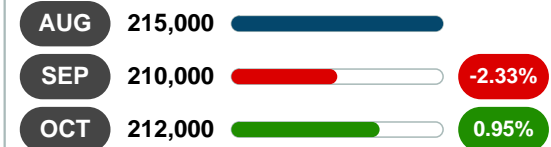


3 MONTHS

5 year OCT AVG = 172,234

High Aug 2021 215,000 Low Jan 2017 134,200

Median Sold Price at Closing this month at **212,000** above the 5 yr OCT average of **172,234**



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		
\$50,000 and less	179	9.90%	1,695	26,250	1,495	1,998	0	
\$50,001 - \$100,000	154	8.52%	76,000	75,000	85,000	90,000	60,000	
\$100,001 - \$175,000	355	19.63%	145,000	139,500	150,000	150,000	0	
\$175,001 - \$250,000	448	24.78%	215,000	200,000	213,245	225,000	206,000	
\$250,001 - \$300,000	209	11.56%	275,000	275,000	273,500	276,000	275,000	
\$300,001 - \$425,000	273	15.10%	359,900	350,000	347,900	365,000	369,900	
\$425,001 and up	190	10.51%	521,250	737,500	475,000	515,000	589,900	
Median Sold Price		212,000		115,000	196,000	304,500	438,250	
Total Closed Units		1,808	100%	212,000	363	887	480	78
Total Closed Volume		438,231,460			53.91M	179.38M	161.35M	43.59M

October 2021



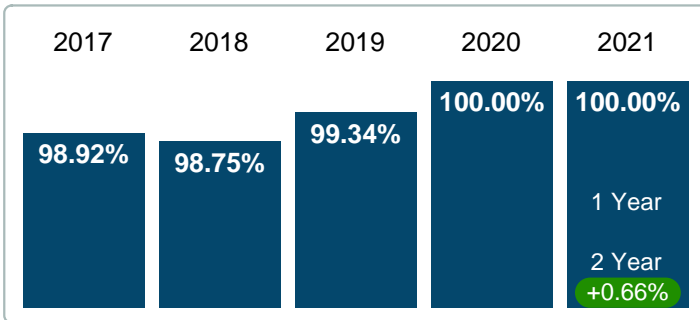
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



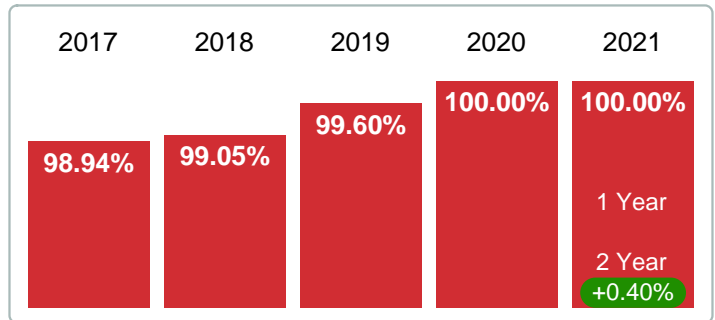
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

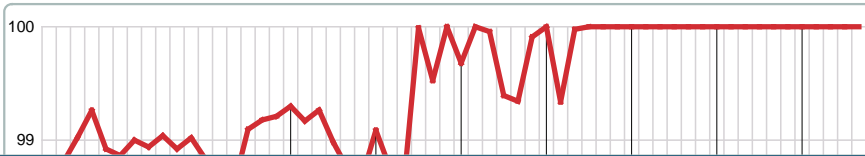
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.40%

High Oct 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **99.40%**

AUG 100.00% ✓
SEP 100.00% ✓
OCT 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
\$50,000 and less	179	9.90%	100.00%	100.00%	100.00%	100.00%	0.00%
\$50,001 - \$100,000	154	8.52%	97.66%	96.25%	100.00%	100.00%	80.00%
\$100,001 - \$175,000	355	19.63%	100.00%	99.66%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	448	24.78%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$300,000	209	11.56%	100.00%	98.21%	100.00%	100.00%	100.00%
\$300,001 - \$425,000	273	15.10%	100.00%	97.28%	100.00%	100.00%	100.00%
\$425,001 and up	190	10.51%	99.38%	96.75%	100.00%	99.65%	99.16%
Median Sold/List Ratio		100.00%		98.83%	100.00%	100.00%	100.00%
Total Closed Units	1,808	100%	100.00%	363	887	480	78
Total Closed Volume	438,231,460			53.91M	179.38M	161.35M	43.59M

October 2021



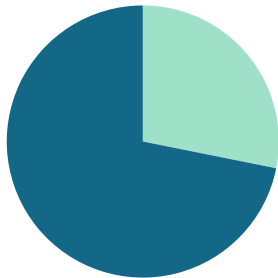
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

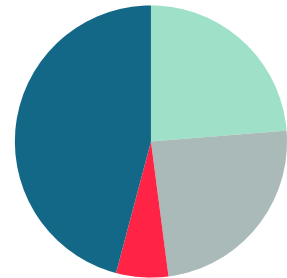


Inventory
 New Listings
2,033 = 28.15%
 Start Inventory
5,188
 Total Inventory Units
7,221
 Volume
\$2,338,842,914

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%
Median List Price	190,000	214,900	13.11%	179,500	199,995	11.42%
Median Sale Price	190,000	212,000	11.58%	177,000	202,500	14.41%
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	9.00	7.00	-22.22%	14.00	6.00	-57.14%
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%

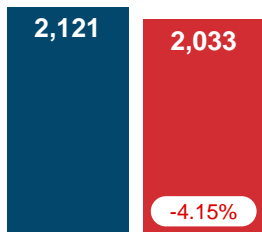
Absorption: Last 12 months, an Average of **1,710** Sales/Month

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

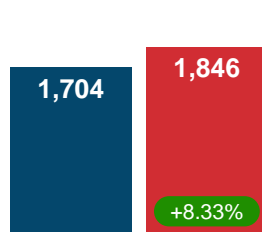
OCTOBER MARKET

MEDIAN PRICES

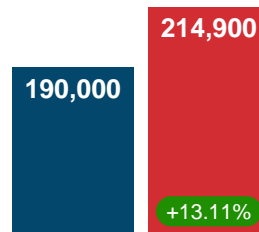
New Listings



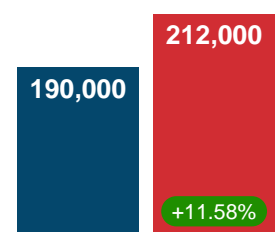
Pending Listings



List Price



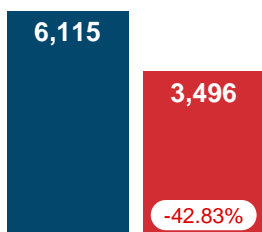
Sale Price



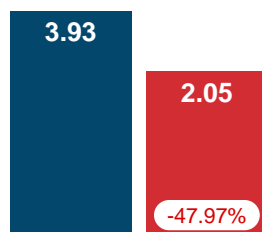
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

