

October 2021

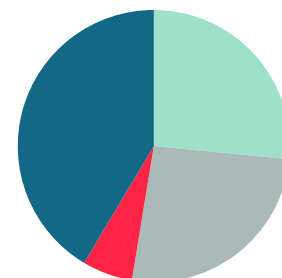
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,271	1,206	-5.11%
Pending Listings	1,120	1,183	5.63%
New Listings	1,403	1,284	-8.48%
Median List Price	196,999	215,000	9.14%
Median Sale Price	195,000	214,985	10.25%
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	3,689	1,883	-48.96%
Months Supply of Inventory	3.47	1.65	-52.52%



■ Closed (26.55%)
■ Pending (26.04%)
■ Other OffMarket (5.97%)
■ Active (41.45%)

Absorption: Last 12 months, an Average of **1,144** Sales/Month
Active Inventory as of October 31, 2021 = **1,883**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **48.96%** to 1,883 existing homes available for sale. Over the last 12 months this area has had an average of 1,144 closed sales per month. This represents an unsold inventory index of **1.65** 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 **10.25%** in October 2021 to \$214,985 versus the previous year at \$195,000.

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 strong this month.

There were 1,284 New Listings in October 2021, down **8.48%** from last year at 1,403. Furthermore, there were 1,206 Closed Listings this month versus last year at 1,271, a **-5.11%** decrease.

Closed versus Listed trends yielded a **93.9%** ratio, up from previous year's, October 2020, at **90.6%**, a **3.68%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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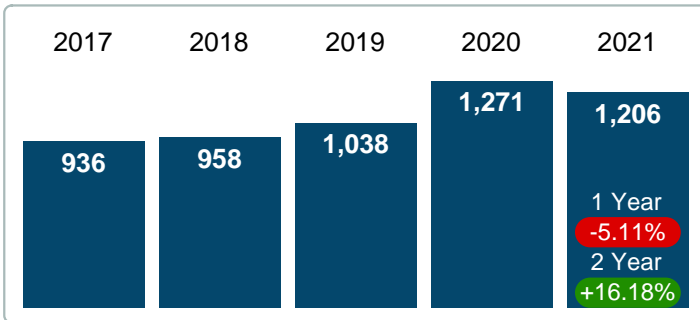
Area Delimited by County Of Tulsa



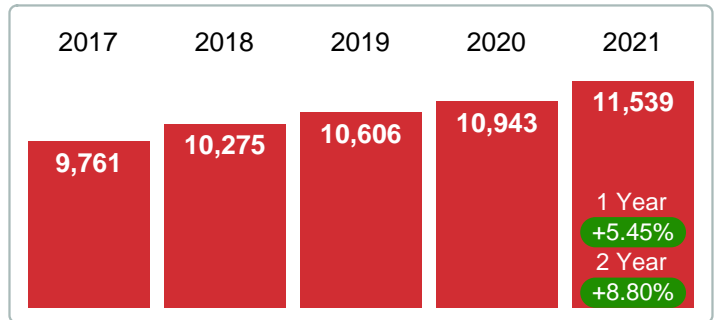
CLOSED LISTINGS

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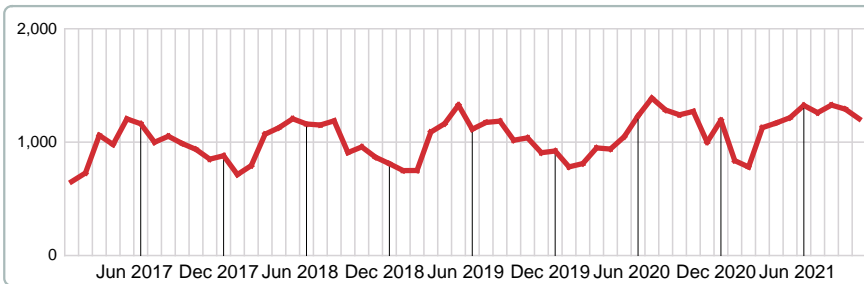
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

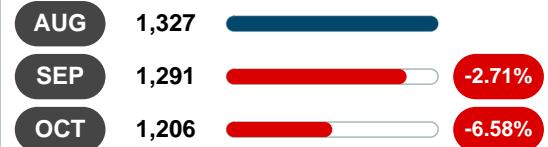


3 MONTHS

5 year OCT AVG = 1,082

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,206
above the 5 yr OCT average of 1,082



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	106	8.79%	17.0	26	58	22	0
\$25,001 - \$125,000	161	13.35%	9.0	79	70	12	0
\$125,001 - \$175,000	184	15.26%	7.0	47	126	11	0
\$175,001 - \$250,000	314	26.04%	5.0	38	213	59	4
\$250,001 - \$300,000	135	11.19%	6.0	4	60	62	9
\$300,001 - \$425,000	181	15.01%	7.0	12	54	100	15
\$425,001 and up	125	10.36%	11.0	8	22	69	26
Total Closed Units	1,206			214	603	335	54
Total Closed Volume	294,917,315	100%	7.0	33.20M	117.64M	111.61M	32.46M
Median Closed Price	\$214,985			\$133,750	\$191,500	\$302,000	\$399,500

October 2021



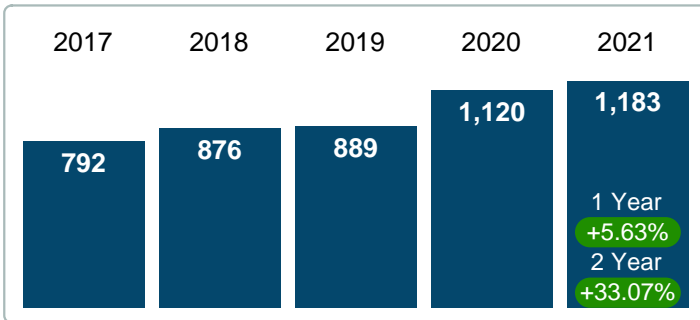
Area Delimited by County Of Tulsa



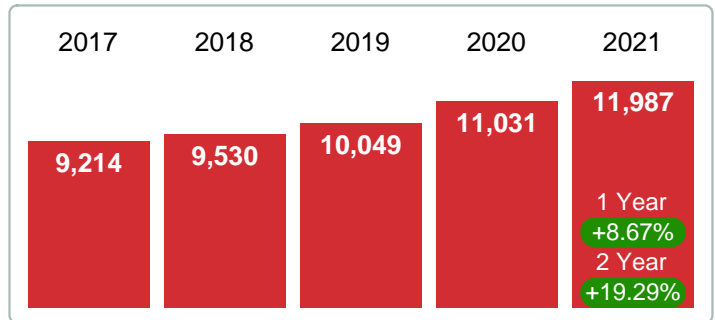
PENDING LISTINGS

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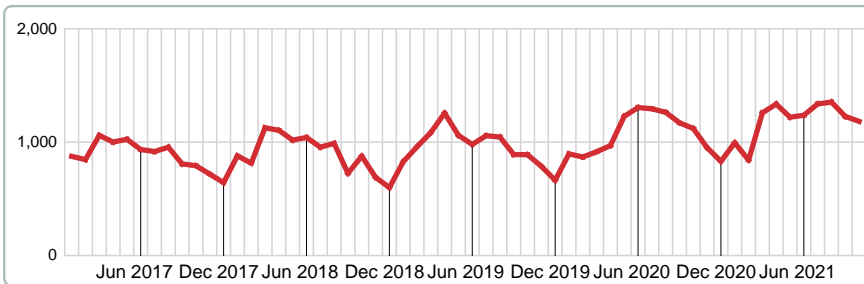
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

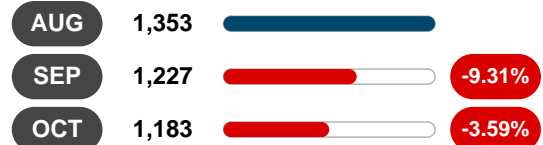


3 MONTHS

5 year OCT AVG = 972

High Aug 2021 1,353 Low Dec 2018 599

Pending Listings this month at 1,183 above the 5 yr OCT average of 972



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	105	8.88%	18.0	43	48	14	0
\$50,001 - \$125,000	132	11.16%	8.0	45	80	7	0
\$125,001 - \$150,000	108	9.13%	8.0	34	71	2	1
\$150,001 - \$225,000	322	27.22%	6.0	36	236	47	3
\$225,001 - \$300,000	213	18.01%	5.0	22	105	82	4
\$300,001 - \$425,000	159	13.44%	15.0	9	52	83	15
\$425,001 and up	144	12.17%	25.0	7	23	80	34
Total Pending Units	1,183			196	615	315	57
Total Pending Volume	319,807,939	100%	10.0	38.24M	135.16M	108.31M	38.10M
Median Listing Price	\$212,000			\$133,000	\$187,500	\$312,000	\$450,000

October 2021



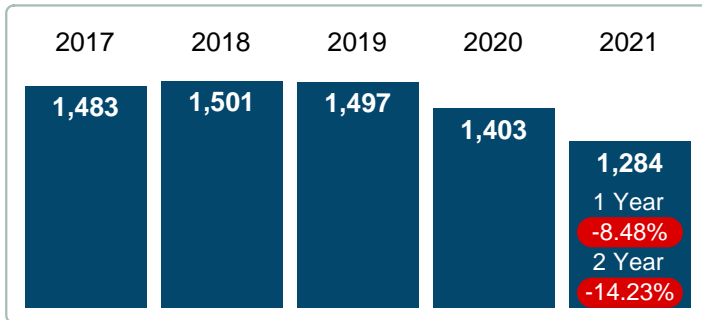
Area Delimited by County Of Tulsa



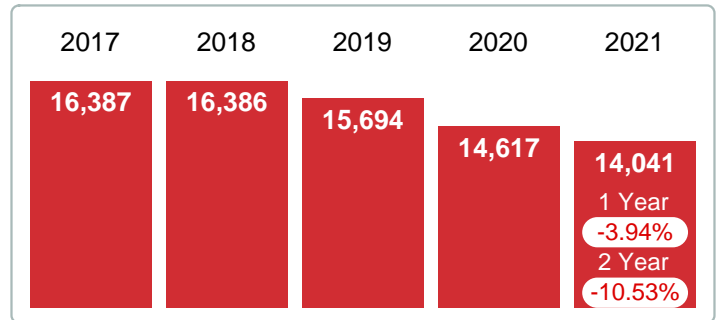
NEW LISTINGS

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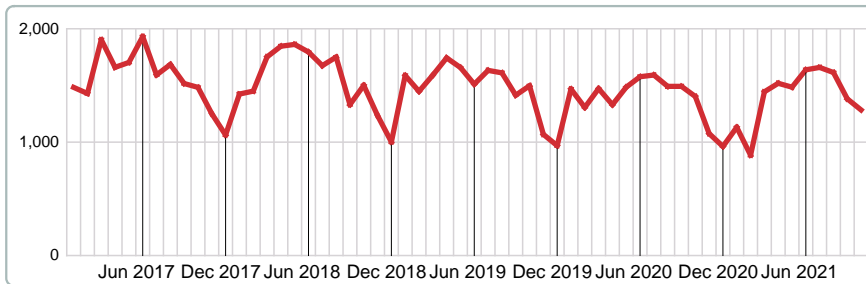
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

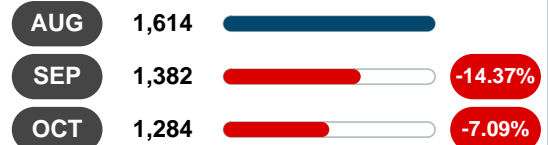


3 MONTHS

5 year OCT AVG = 1,434

High Jun 2017 1,931 | Low Feb 2021 885

New Listings this month at **1,284**
 below the 5 yr OCT average of **1,434**



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	287	22.35%	102	149	34	2
\$125,001 - \$175,000	207	16.12%	43	148	14	2
\$175,001 - \$250,000	326	25.39%	43	214	64	5
\$250,001 - \$325,000	164	12.77%	11	67	78	8
\$325,001 - \$475,000	165	12.85%	16	47	81	21
\$475,001 and up	135	10.51%	28	27	50	30
Total New Listed Units	1,284		243	652	321	68
Total New Listed Volume	372,497,359	100%	68.94M	144.57M	103.63M	55.36M
Median New Listed Listing Price	\$212,250		\$150,000	\$189,450	\$297,000	\$422,500

October 2021



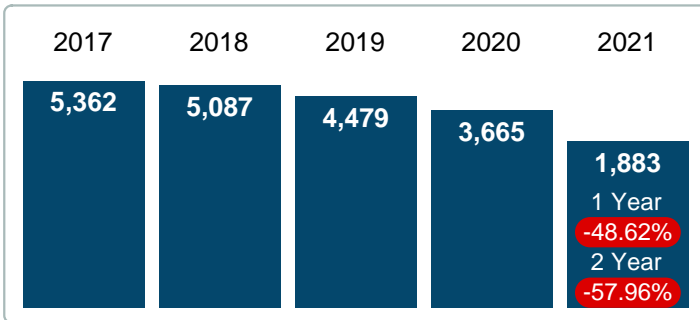
Area Delimited by County Of Tulsa



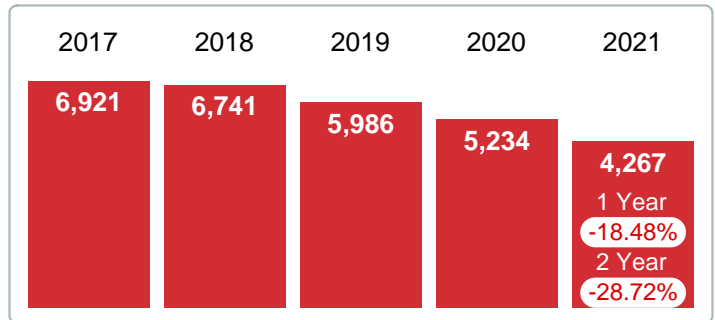
ACTIVE INVENTORY

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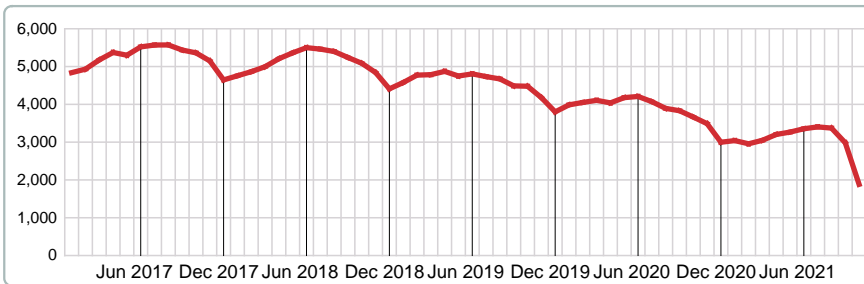
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

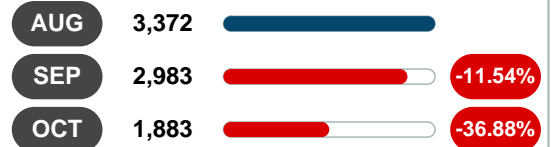


3 MONTHS

5 year OCT AVG = 4,095

High Aug 2017 5,572 Low Oct 2021 1,883

Inventory this month at 1,883 below the 5 yr OCT average of 4,095



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	189	10.04%	32.0	70	83	34	2
\$25,001 - \$100,000	234	12.43%	75.5	171	55	6	2
\$100,001 - \$175,000	276	14.66%	47.0	106	146	22	2
\$175,001 - \$325,000	460	24.43%	32.0	105	233	108	14
\$325,001 - \$475,000	277	14.71%	48.0	56	74	119	28
\$475,001 - \$975,000	261	13.86%	79.0	69	46	98	48
\$975,001 and up	186	9.88%	115.0	110	7	32	37
Total Active Inventory by Units			1,883	687	644	419	133
Total Active Inventory by Volume			813,882,198	336.60M	145.83M	197.42M	134.03M
Median Active Inventory Listing Price			\$239,500	\$175,000	\$189,900	\$379,500	\$695,000

October 2021



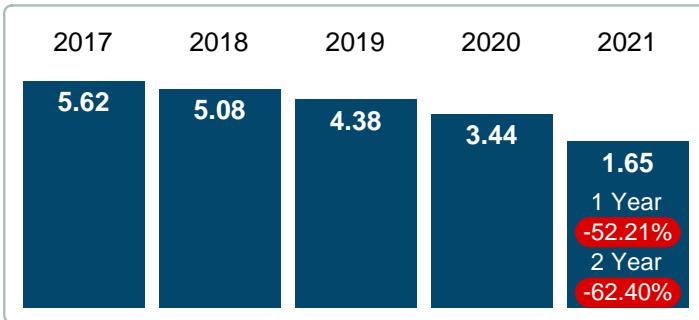
Area Delimited by County Of Tulsa



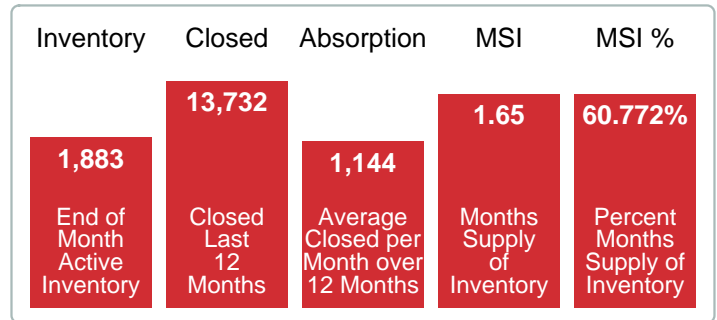
MONTHS SUPPLY of INVENTORY (MSI)

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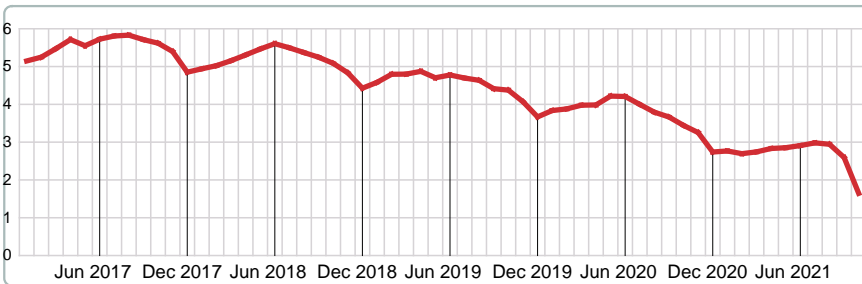
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

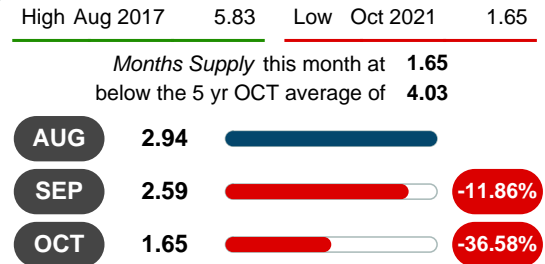


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.03



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	189	10.04%	1.85	2.64	1.46	2.03	1.09
\$25,001 - \$100,000	234	12.43%	2.03	2.64	1.23	1.18	4.80
\$100,001 - \$175,000	276	14.66%	1.21	2.37	0.90	1.10	1.26
\$175,001 - \$325,000	460	24.43%	1.03	3.19	0.93	0.72	0.93
\$325,001 - \$475,000	277	14.71%	1.71	7.23	1.85	1.29	1.26
\$475,001 - \$975,000	261	13.86%	3.37	12.94	4.09	2.42	2.35
\$975,001 and up	186	9.88%	15.72	45.52	9.33	7.11	8.88
Market Supply of Inventory (MSI)			1.65	3.73	1.14	1.27	2.03
Total Active Inventory by Units		100%	1,883	687	644	419	133

October 2021



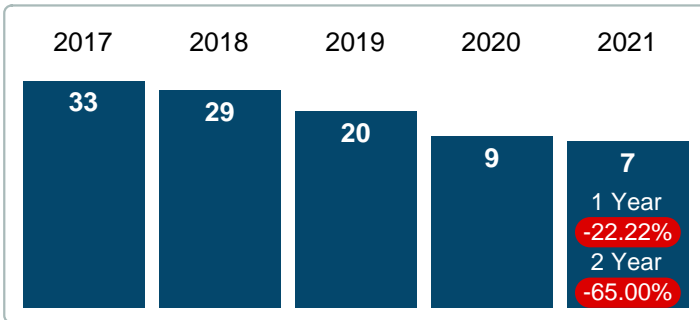
Area Delimited by County Of Tulsa



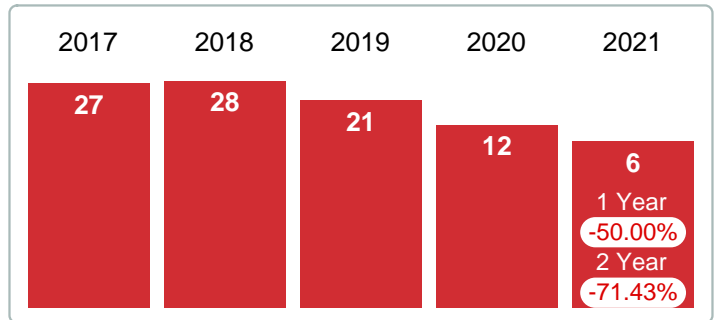
MEDIAN DAYS ON MARKET TO SALE

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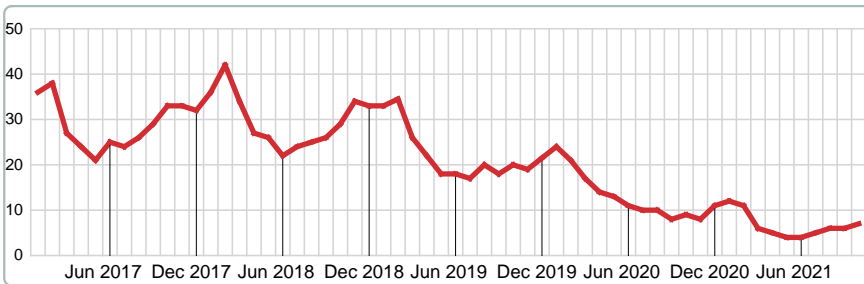
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

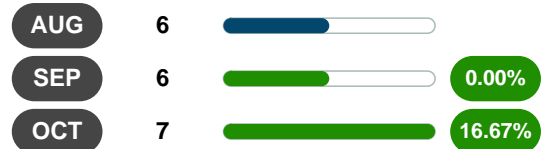


3 MONTHS

5 year OCT AVG = 20

High Feb 2018 42 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
\$25,000 and less	8.79%	17	20	15	19	0
\$25,001 - \$125,000	13.35%	9	13	6	3	0
\$125,001 - \$175,000	15.26%	7	7	7	6	0
\$175,001 - \$250,000	26.04%	5	8	5	5	20
\$250,001 - \$300,000	11.19%	6	30	5	5	18
\$300,001 - \$425,000	15.01%	7	17	4	8	10
\$425,001 and up	10.36%	11	15	5	11	18
Median Closed DOM		7	13	6	7	15
Total Closed Units	100%	7.0	214	603	335	54
Total Closed Volume			33.20M	117.64M	111.61M	32.46M

October 2021



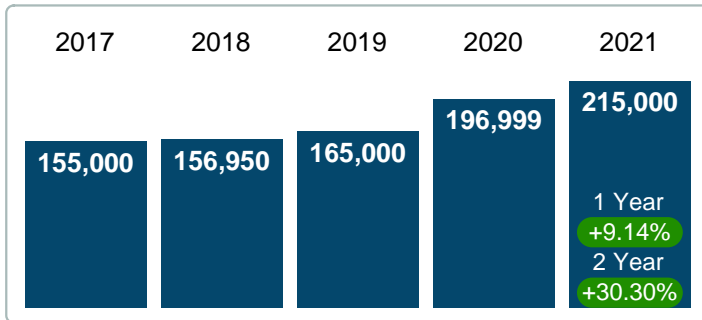
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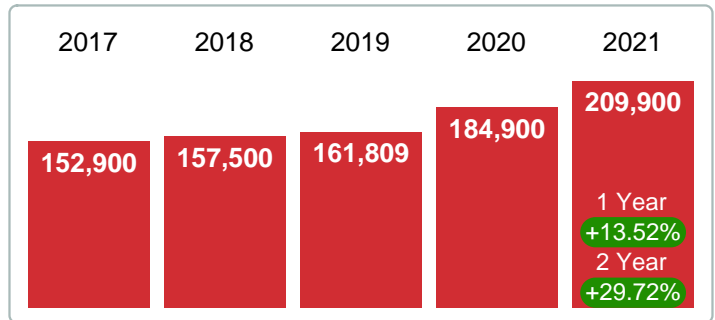
MEDIAN LIST PRICE AT CLOSING

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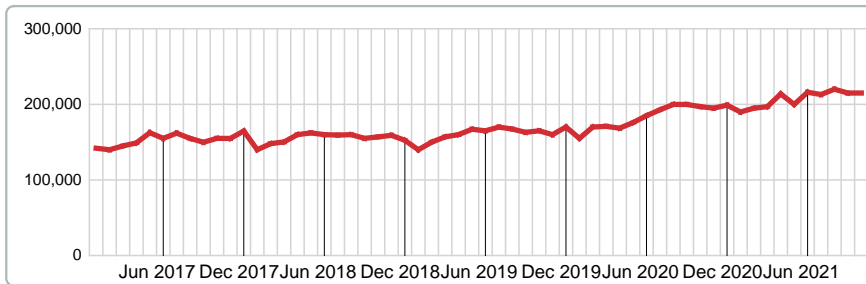
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

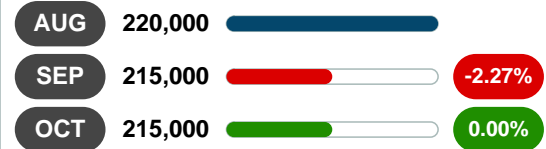


3 MONTHS

5 year OCT AVG = 177,790

High Aug 2021 220,000 Low Jan 2019 139,900

Median List Price at Closing this month at **215,000**
above the 5 yr OCT average of **177,790**



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
\$25,000 and less	8.87%	1,450	923	1,450	1,923	0
\$25,001 - \$125,000	12.60%	86,500	75,000	99,000	85,000	0
\$125,001 - \$175,000	15.92%	154,900	150,000	154,900	157,000	0
\$175,001 - \$250,000	26.87%	215,000	204,900	214,935	230,000	220,000
\$250,001 - \$300,000	10.61%	275,000	269,000	270,000	279,914	279,900
\$300,001 - \$425,000	14.43%	365,950	350,000	347,000	375,000	374,950
\$425,001 and up	10.70%	514,900	774,500	489,000	495,000	584,700
Median List Price		215,000	137,000	190,000	299,900	419,500
Total Closed Units	100%	215,000	214	603	335	54
Total Closed Volume		297,382,362	34.39M	117.77M	112.15M	33.07M

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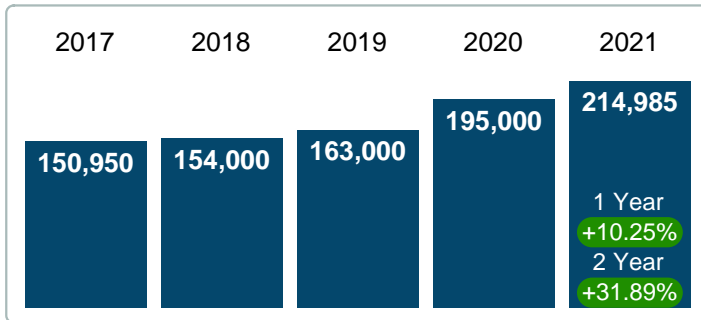
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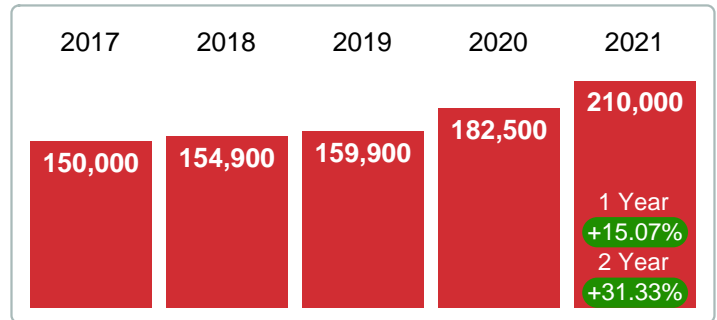
MEDIAN SOLD PRICE AT CLOSING

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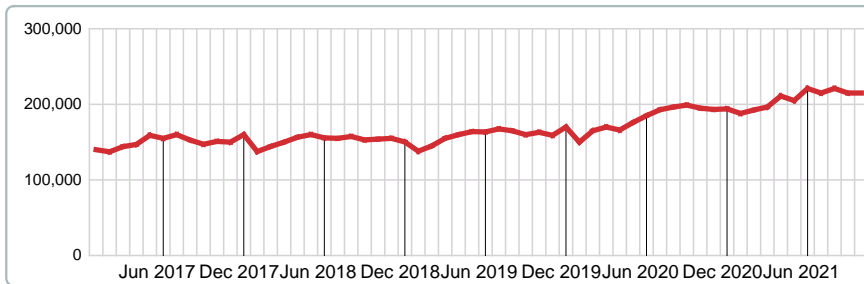
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

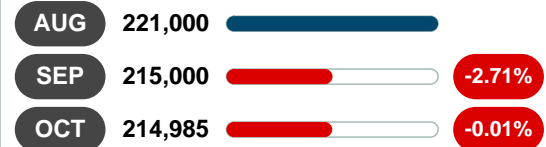


3 MONTHS

5 year OCT AVG = 175,587

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

Median Sold Price at Closing this month at **214,985** above the 5 yr OCT average of **175,587**



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
\$25,000 and less	106	8.79%	1,425	948	1,425	1,923	0
\$25,001 - \$125,000	161	13.35%	88,300	75,000	97,000	88,250	0
\$125,001 - \$175,000	184	15.26%	152,000	151,000	152,000	162,000	0
\$175,001 - \$250,000	314	26.04%	215,000	200,750	214,970	230,000	215,000
\$250,001 - \$300,000	135	11.19%	275,000	272,000	272,750	278,000	265,000
\$300,001 - \$425,000	181	15.01%	364,350	340,000	349,500	370,000	369,900
\$425,001 and up	125	10.36%	520,000	800,000	475,500	507,405	617,947
Median Sold Price			214,985	133,750	191,500	302,000	399,500
Total Closed Units		100%	214,985	214	603	335	54
Total Closed Volume			294,917,315	33.20M	117.64M	111.61M	32.46M

October 2021



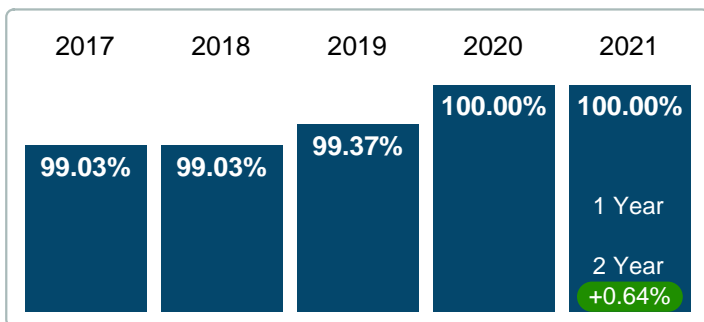
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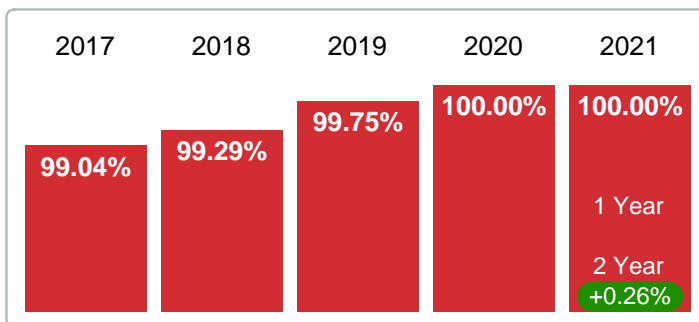
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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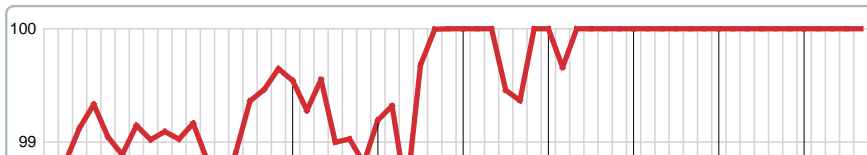
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.48%

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 **99.48%**

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
\$25,000 and less	106	8.79%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$125,000	161	13.35%	97.67%	93.94%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	184	15.26%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	314	26.04%	100.00%	100.00%	100.00%	100.00%	101.14%
\$250,001 - \$300,000	135	11.19%	100.08%	100.04%	100.74%	100.00%	100.00%
\$300,001 - \$425,000	181	15.01%	100.00%	97.28%	100.00%	100.00%	100.00%
\$425,001 and up	125	10.36%	99.59%	97.26%	100.00%	100.00%	98.89%
Median Sold/List Ratio		100.00%		99.72%	100.00%	100.00%	100.00%
Total Closed Units	1,206	100%	100.00%	214	603	335	54
Total Closed Volume	294,917,315			33.20M	117.64M	111.61M	32.46M

October 2021



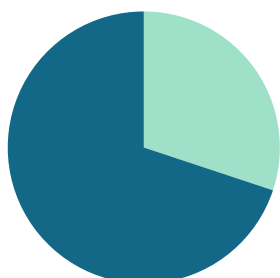
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

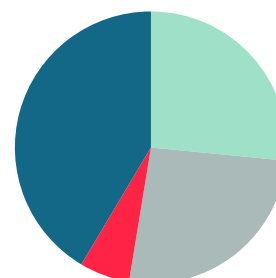


Inventory
 New Listings
1,284 = 30.09%
 Start Inventory
2,983
 Total Inventory Units
4,267
 Volume
\$1,488,975,556

Market Activity

Closed Sales
1,206 = 26.55%
 Pending Sales
1,183 = 26.04%
 Other Off Market
271 = 5.97%
 Active Inventory
1,883 = 41.45%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,271	1,206	-5.11%	10,943	11,539	5.45%
Pending Sales	1,120	1,183	5.63%	11,031	11,987	8.67%
New Listings	1,403	1,284	-8.48%	14,617	14,041	-3.94%
Median List Price	196,999	215,000	9.14%	184,900	209,900	13.52%
Median Sale Price	195,000	214,985	10.25%	182,500	210,000	15.07%
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%	12.00	6.00	-50.00%
Monthly Inventory	3,689	1,883	-48.96%	3,689	1,883	-48.96%
Months Supply of Inventory	3.47	1.65	-52.52%	3.47	1.65	-52.52%

Absorption: Last 12 months, an Average of **1,144** Sales/Month

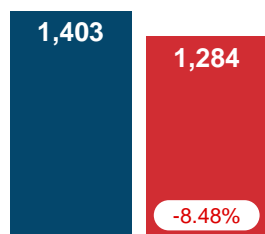
Inventory on October 31, 2021 = **1,883**

2020 **2021**

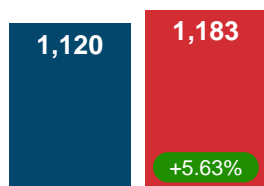
OCTOBER MARKET

MEDIAN PRICES

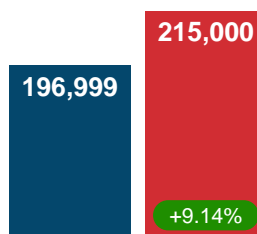
New Listings



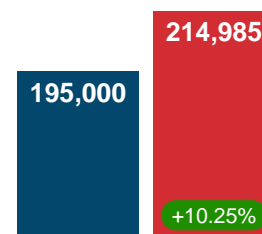
Pending Listings



List Price



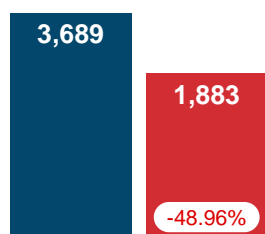
Sale Price



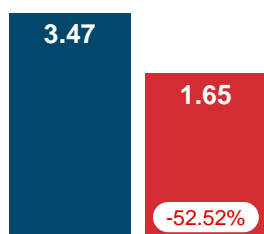
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

